

THE NATIONAL Provisioner

THE MAGAZINE OF THE

Meat Packing and Allied Industries

Volume 86

FEBRUARY 6, 1932

Number 6

In the Interest of the Entire Sausage Industry

At the last meeting of the Institute of American Meat Packers—Mr. George A. Casey, Vice-President of The Wilmington Prov. Co. said, "The permanency of a sausage manufacturing business rests largely on the continued high quality of the product." Mr. Paul I. Aldrich of THE NATIONAL PROVISIONER, commented as follows:

"The recommendation was made that a standard of sausage be set up, and a penalty placed against any producer lowering that standard. The more packers that can be induced to do this, the quicker it will show in returns."

Mr. J. L. Hoppe, Editor of Meat Merchandising in his quality sausage article now appearing in his publication, Dr. Bundesen, Health Commissioner of Chicago, and other authorities are all in accord with the principle that the future success of the sausage industry depends on the production of **QUALITY Sausage**.

On the other hand—no one active in the councils of the trade has ever attempted to defend low-price and poor quality—no figures or arguments have been presented in support of them. No good will, no permanent trade, no profit lies in that direction for either the manufacturer or the retailer.

VISKING SUPPORTS QUALITY STANDARDS

With our 1932 campaign starting in February Good Housekeeping magazine—the "bible" of guaranteed food products—and continuing throughout the year—we are again advertising **QUALITY SAUSAGE**, as our contribution to the welfare of the sausage industry.

We offer the sausage packers of America this program for increased sales and profits in 1932: A Quality product—identified in a **PRINTED Visking**—plus aggressive salesmanship. We invite progressive manufacturers to make use of the information and facilities which we have developed.



THE VISKING CORPORATION

4311 S. JUSTINE ST.

UNION STOCK YARDS

CHICAGO

Canadian Representative:
C. A. Pemberton & Co., Ltd.,
189 Church Street
Toronto, Canada

Representatives for Great Britain:
John Crompton & Co., Ltd.,
31 Princess St., Cornbrook
Manchester, S. W., England

Representatives for France and Belgium:
Fabre et Cie
35 Rue de la Hale-Coq.
Aubervilliers, Seine, France



"You'll Like Fresh Pork Sausage in

\$600 in Prizes for Original Sausage Recipes

Mail coupon for our free book of 67 Visking sausage recipes for all occasions, developed by noted cooking authorities; then use it for your best recipe. Full details of prize contest in recipe book.

SAUSAGES AND SWEET POTATOES
2 pounds sweet potatoes 1 cup water
1 tablespoon fat 1 cup sugar
1 pound Visking-cured pork sausage
1 tablespoon fat 1 cup sugar

Parboil sweet potatoes 15 minutes. Peel and slice in slices as for French fried potatoes. Fry in oil or butter until brown. Put sugar, water, salt, fat, and hot oil in a saucepan and boil 5 minutes. Pour syrup over the sweet potatoes. Bake in a moderate oven 15 to 20 minutes.

Put no sugar in recipe form—only oil of butter. Cook until water and potatoes are cooked together.

Butcher and sausage manufacturers are invited to write THE VISKING CORPORATION, 4311 S. Justine St., Union Stock Yards, Chicago, for samples and information. Contests, etc., upon request.



Says Your Butcher

What a breakfast! Waffles, flapjacks, omelets—with fresh pork sausage patties. It's surprising how many appetizing dishes you can make with sausage. Ask for the Visking Sausage Recipe Book, filled with wonderful recipes for breakfast, luncheon, dinner. Read them—maybe you, too, can suggest one, and win a prize.

Your butcher has (or can easily get) fresh pork sausage in Visking Economy size casings—approximately one-pound packages—just enough for a meal. Made by a reliable packer who is glad to have you see the quality of his sausage through the transparent Visking Casing, and willing to label it with his name and brand for your protection.



Transparent... so you can see how good the sausage is

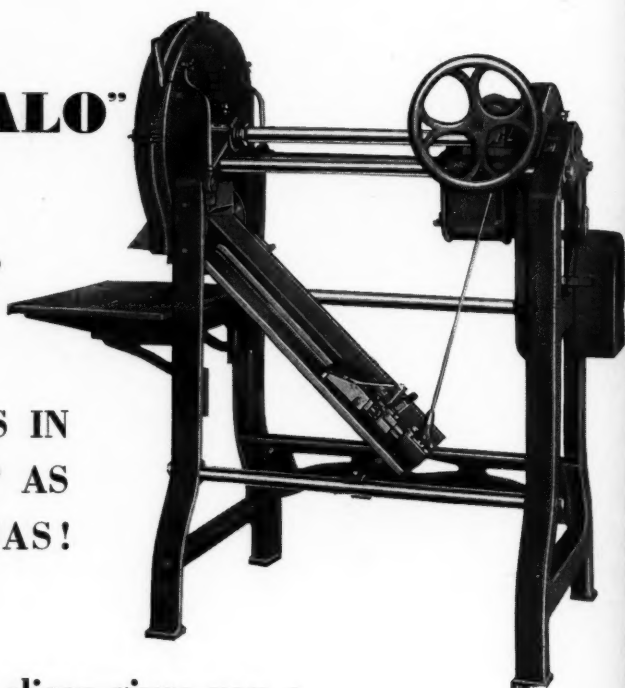
Visking casings, a vegetable product, are manufactured under the most sanitary conditions. 1,575 of America's foremost sausage manufacturers have adopted them to identify and protect their Salami, Bologna, Fresh Pork and other sausages. Now sold in over 100,000 progressive retail stores.

THE VISKING CORPORATION
4311 S. JUSTINE ST., UNION STOCK YARDS, CHICAGO
Please send free color price-recipe sausage recipe book, sample of Visking Casing and details of the \$600 prize contest.

Name _____
Address _____
Dealer's Name _____
Dealer's Address _____

*More profit in Bacon from thin bellies—
when sliced on the Bias*

THE IMPROVED
TRUNZ-"BUFFALO"
BIAS
Bacon Slicer



REALLY TWO MACHINES IN
ONE—CUTS STRAIGHT AS
WELL AS ON THE BIAS!

THIS improved bacon slicer gives you a
41% **increase** in the width of your
bacon—from **thin bellies**. It enables you
to get **regular prices** for a product that
would ordinarily be sold at a sacrifice. It
produces a slice that shows **more lean
meat**—an added selling feature. Many of
the prominent packers are now using
this slicer.

It will certainly pay you to write for full particulars and list of users.

JOHN E. SMITH'S SONS COMPANY

50 Broadway

Buffalo, N. Y., U. S. A.

THE NATIONAL Provisioner

THE MAGAZINE OF THE

Meat Packing and Allied Industries

Copyright, 1932, by The National Provisioner, Inc. Title Registered in U. S. Patent Office

OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Vol. 86. No. 6

FEBRUARY 6, 1932

Chicago and New York

Why Do Meat Packers Print Price Lists?

*Survey of Weekly Sheets Issued to Salesmen
Gives More Than One Packer Food for Thought*

By a Packer Sales Executive

"IF I HAD the money packers spend for printing price lists that they don't stick to," said a well-known packer, "I could take a trip around the world at least once every year.

"And at that I'm not much different from a good many others," he added. "In fact, I didn't realize how far gone I was until I checked up on myself the other day after an interview with one of our best

salesmen—at least he's one of our biggest tonnage men.

"He was looking over the latest weekly price list. 'How much can I shade smoked hams from this list price?' he asked. 'Oh, about 3c a pound,' I replied.

"Then he ran down the list and got the other

before Bill called me up to ask me to shade some more—as he was pretty sure to do.

"I tried to figure out for myself why I did this, and I thought 'Well, everybody else has been doing it, and I must too.'

Prices and Realizations

"I also began wondering just how much respect Bill had for me and for my price list. And I came to the conclusion that I would have a little less respect for the fellow that made that price list than I had for the list.

"But what Bill thought of me was not so important as what I have been seeing on my realization sheets. That's what's troubling me."

Had this packer known what each of his products cost—not only to make, but to sell—his price practices might have a different meaning to him.

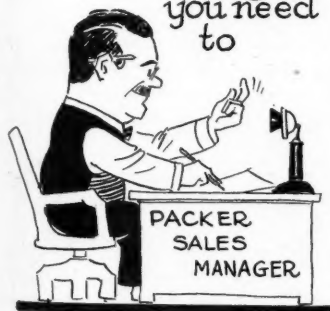
The trouble is that instead of blaming the real cause for poor returns, practically everything else is blamed. A popular target is the cost of raw material.

The feeling has been prevalent for many years that the industry's raw product was too high, and that this was an important reason why packers have not made more money. If this is true, then recent profits should have been large.

Is this the case? Here is what another packer says:

"We have been buying our hogs during the past

Give me
a ring if
you need
to



shadings that I gave him without hesitation.

"Give Me A Ring, Bill!"

"Finally he got up to leave, and as he went out the door I thought, 'Well, competition is pretty stiff, and we must have our share of the business.'

"So I called out to him, 'Hey, Bill, if you need to, give me a ring!'

"After Bill had gone I got to thinking over this situation and I wondered why I had spent the money to have that price list printed. It was merely another item added to my selling costs, and neither I nor anyone else paid much attention to it.

"And I wondered, too, whether I had shaded to a point where I was already losing money even



two months at the lowest price we have paid since I can remember anything about the business. But during this time our company has had the poorest returns I can ever remember for a like period of our existence.

"We thought when hogs were 12c a pound they were too high, and if we could only buy them cheaper we would be able to operate at a profit.

"The next year we thought they were too high at 10c a pound.

"Then they went to 8½c and they were still too high. And now they are only half that price and still we can't make any money!

"I begin to believe that if they gave us our hogs for nothing we would still lose money on the product!"

This packer is suffering from a common industry difficulty. *Too much product is sold below cost because selling prices are not figured right.*

Twenty Years Behind the Times

The meat industry appears to be in about the same state as the clothing industry was 20 years ago.

If a man went into a store to buy a suit of clothes and the salesman told him the price of a suit was \$25 his reply was likely to be, "I'll give you \$10." Then began a system of trading on price, the suit finally being bought way below the first asking price.

That is just about the situation in meat sales today.

What is the situation today? Go into any recognized reputable place and look at a suit and ask the price. You pay that price or you don't get the suit. The salesman has no shading privilege.

So it would be in the meat industry if values were established on the right basis, and then adhered to.

Prices That Mean Nothing

A packer listed smoked hams the other day at 19½c. At the same time he knew that no ham was worth that price, and that his salesmen could not get it. The salesmen asked how much they could shade the price, and were told 3c a pound.

Actual realization on ham sales in that company that week was 13c a pound.

This is not an isolated case. Twenty different printed price lists picked up that same week quoted hams within a cent of that 19½c figure. And it's dollars to doughnuts their realizations turned out not much different from those of the first packer quoted.

The value of a salesman to his company depends on the way he trades.

What is trading? Is it simply price cutting? That's the way many salesmen make their tonnage



THREE STEPS IN BUILDING A PRICE LIST

—and they can hardly be blamed for taking the easiest way if their superiors permit it.

Something Must Be Done

During the past 18 months, while prices have been falling steadily, regard for price lists has grown less and less. And there was some reason for this. Many times there was a long chance that product was commanding more one day than it was likely to bring the next.

Now, however, prices have reached a level so low they are likely either to remain steady or begin to show a gradual rise during coming months.

It is recognized, therefore, that something must be done to reform the selling end of the packing business. Some one must have the courage to start it. The packer who builds price lists intelligently, and who can justify his price figures, is the packer who will make the most progress.

Prices Not Built Right

Much of the trouble in the past has been that sales PRICES WERE NOT BUILT. It was just a matter of putting down figures. If prices are made right, the packer should have no trouble in justifying them. But many packers could not justify the prices they have been putting in printed price lists.

And many never expect to get the prices they print.

This is illustrated by the fact that while in recent years the margin of profit for the industry as a whole has been very narrow, an examination of packers' price lists would indicate that the industry should be making 25 to 30 per cent profit.

This shows the fallacy of many price lists as now made.

This being true, why waste more money printing such price lists? Why not make the lists right, or else dispense with them?

Why work the office force overtime mimeographing changes to send to salesmen from day to day? If the price is made right in the beginning changes will not be required, except in the case of fresh meats.

Basic costs vary little from day to day. It is the cost of livestock that is the variant. It would seem that if adjustments were made weekly on the basis of meat and operating cost changes, that would be sufficient.

Building a Price List

How should a price list be built?

An intelligently-made price list contains only two things—costs and profit.

The first step in making such a price list is to base it on the smallest unit of trade that is accepted by the company.

The next step is the establishment of a reasonable differential for quantity, this differential to be

based on the difference in cost in the handling of large orders compared with small ones.

The third and last step—and apparently the hardest—is training the sales organization that the price list means what it says.

Earn Respect of Customers

The first packer who has the courage to do this will command the respect not only of other packers, but of the retail trade as well, because such buyers will know that their competitors are paying exactly the same price they are.

Both large and small retail buyers find the most important thing in making purchases is not so much the price paid, but the knowledge that they own their product at just as low a cost as their competitors.

An efficiently-organized packing concern can be pretty sure that basic costs are not far out of line with those of other efficient packers, large or small.

There may be some difference in these costs, but they will be slight. And the profit margin that one packer must have compared with that of another will not vary materially, so that by and large there will be little actual difference in the asking prices of packers who have made their price lists right.

The important thing is to have the price list built right. If it is, and asking prices are then considerably out of line, that packer knows immediately that his costs are higher than those of his competitors, and it is time to find "why" and "where."

Pricing Product to Move It

But how about prices on product that must be moved?

A packer may be long on something and must move it. He can't hope to force the necessary volume of this product into consumption at the going market. How can he meet this situation?

Such product comes immediately into the category of "distress sales," with an accompanying lower price. Just how low that price must be is determined by the cost of the product and by the current market.

Cutting that price is an executive job, and not a salesman's. The salesman should sell at the price he is given.

The packer may feel that he will have difficulty in curing his salesmen of the long-practiced price cutting habit.

Respect for price lists must be taught all the way down the line to the man in the field. The boss must have it, as well as the salesmen.

Whenever the right to shade is asked, it should be possible to sit down with that man and show him just how the prices were built—and being so built, how impossible it is to shade them.

A few lessons of this kind should be sufficient. The average salesman can see the point. He wants to make good. And if he feels his price list means what it says, and that his boss will back him up, he is very likely to stop asking for shades.

It is realized that a price list cannot always be made to fit every locality; a packer might find it necessary to issue different lists for different sections. However, it is vital that every list made up should be based on sound principles of list-building such as those here indicated.

When meat packers learn to build their price lists on figures representative of costs and profits, and when they adopt a sales policy that permits of no change except for specified quantity differentials—then the sales story of the industry will be a different one.

EDITOR'S NOTE.—This discussion of a live topic in packinghouse circles at this time comes from a packer executive deeply interested in the subject, who is convinced that it should be thoroughly discussed at this time.

Livestock Producers Favor Wider Meat Distribution

Modification of the packers' consent decree to permit wider food distribution, marked reduction in the tax on oleomargarine, extension of government grading of beef, and further support of the National Live Stock and Meat Board were included among resolutions of the American National Live Stock Association in annual convention at San Antonio, Tex., on January 27 to 29, 1932. There was a large attendance.

In the resolution advocating modification of the consent decree, the association directed its counsel to request permission to file a brief as "friend of the court" in the Supreme Court of the United States, "expressing the special interest which the members of this association as livestock producers have in securing modification of the decree so that the products of this industry may be distributed with other foods to

better advantage and more economically."

Believing that loss of outlets for oleo fats and oils is reducing value of beef cattle several dollars per head, depending on their degree of fatness, and that manufacture of oleomargarine is the natural outlet for oleo fats and oils produced from cattle, it was resolved that Congress be requested to enact a law placing a tax of 10c per pound upon all oleomargarine manufactured and sold, provided that upon oleomargarine composed of fats or oils produced exclusively within Continental United States the tax shall not exceed ¼c per pound.

Oppose Discriminatory Laws.

It was further resolved that state legislatures be requested to refrain from passage of legislation not in conformity with this resolution.

It was recommended to organizations represented by the delegates present, that they favor an adequate equalized

scale of import duties on all animal, marine and vegetable oils and fats and on the raw product from which such oils or fats are extracted, including products of the Philippine Islands, which are in direct or indirect competition with products produced in the United States. It was further requested that the tariff on the product from the Philippines be on the same basis as that on tobacco imported from the islands.

The government grading of beef was commended and the belief expressed that much can still be accomplished by extending the service to sections not included at present. All members were urged to cooperate in the extension of the branding service to lower grades and additional areas.

Commending the work of the National Live Stock and Meat Board in promoting increased meat consumption and the willingness of producers to pay the increased assessment of 25c per car, amazement was expressed at the few

market agencies which have failed to "participate in this much needed industry cooperation" and the hope expressed that they would give their support without delay.

Charles E. Collins of Kit Carson, Colo., was elected president of the association for the coming year and F. E. Mollin was re-elected secretary-treasurer.

A. K. Mitchell, Albert, N. M.; Charles D. Carey, Cheyenne, Wyo.; George Russell, jr., Elko, Nev.; Hubbard Russell, Los Angeles, Calif.; J. M. West, Houston, Texas, and A. R. Modisett, Nashville, Neb., were elected vice presidents.

Ogden, Utah, was chosen as the 1933 convention city.

Livestock and Meat Price Declines

Livestock producers received in 1931 a much smaller percentage of the consumer's meat dollar than in 1913, according to James C. Stone, chairman of the Federal Farm Board, in his recent address before the American National Livestock Association.

"In 1931 the American public paid approximately 20 per cent less than in 1929 for its meat supply and 14 per cent less than in 1930," said Chairman Stone. "Farmers, however, received about 40 per cent less for their livestock than in 1929 and 30 per cent less than in 1930.

"In other words, livestock producers received a much smaller percentage of the price consumers paid for meat in 1931 than they did in 1929.

"It has been estimated that the hog

producer received only 35 per cent of the consumer's pork and lard dollar in 1931 while in 1913 he received 56 per cent. Such disparity between live stock prices and retail meat prices is the greatest problem confronting the livestock industry and agriculture generally.

"With agencies between the producer and consumer taking little or no reduction in margins, the decline in purchasing power of the consumer has been accompanied by a decrease in the proportion of the consumer's meat dollar passed on to the producer."

That wholesale meat prices also have shown sharp declines is evidenced in a recent statement of the Institute of American Meat Packers, comparing prices at the end of January, 1932, with those

of the same period one and two years ago.

Prices during the first month of the year for the principal pork cuts and lard declined anywhere from 40 to 59 per cent, when compared with those of the same period two years ago, and 31 to 45 per cent compared with the same period one year ago.

Veal and lamb carcass prices are 50 per cent lower than those at the end of January, 1930, and carcass beef prices from 36 to 49 per cent lower.

"Wholesale meat prices have declined commensurately with the enormous declines in livestock prices," says the Institute statement. "In fact, the decreases in livestock prices are the consequence of the great decreases in the price which the packer receives for meat and by-products.

"The following table shows how the current wholesale prices of some of the chief meat items as compared with the price prevailing during the latter part of January last year and in 1930:

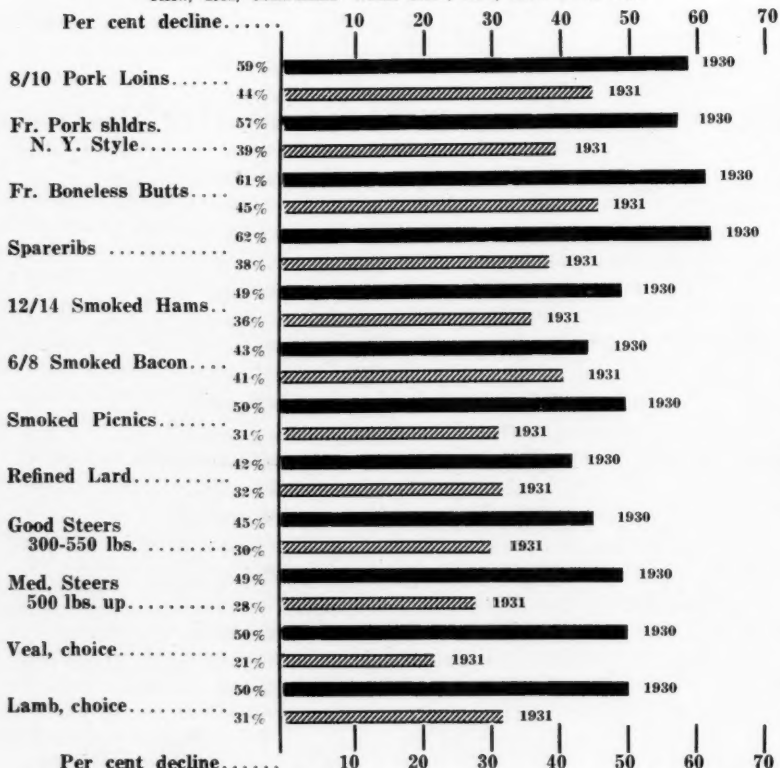
	P. C. decline 1932 compared with 1930.	P. C. decline 1932 compared with 1931.
Fresh pork loins, 8-10 lb. average	-59	-44
Fresh pork loins, 12-15 lb. average	-58	-42
Fresh pork shoulders, skinned, New York style, 8-12 lb. average	-57	-39
Fresh Boston-style butts, 4-8 lb. average	-61	-45
Spareribs (half sheets)	-62	-58
Hams, Smoked:		
Regular No. 1, 10-12 lb. average	-40	-28
Regular No. 2, 12-14 lb. average	-40	-36
Bacon, Smoked:		
No. 1, dry cure, 6-8 lb. average	-43	-41
Picnics, smoked, 4-8 lb. average	-50	-31
Lard, refined, hardwood tubs	-42	-32
Fresh Beef Steer Carcass:		
Choice, 700 lb. up	-36	-16
Good, 550-700 lb. average	-43	-25
Good 300-550 lb. average	-45	-30
Medium, 500 lb. up	-49	-28
Veal carcass, choice (hide on)	-50	-21
Lamb Carcass:		
Choice, 38 lb. down	-50	-31

"If a handy-weight hog arriving at Chicago in December could practically have been turned into fresh pork immediately on arrival," continues the statement, "the value of the products in December, 1931, would have been about 46% smaller than the value in December, 1930, and about 53% smaller than the value in 1929. (In fact, however, a considerable part of the products are cured and smoked, and are not ready for trade channels for some time.)

"The average price of a good 900-1,100 pound steer in December, 1931, was about 23% below the price of December, 1930, and about 36% below the price in December, 1929. The average wholesale price of the sides of beef from such a steer in December, 1931, was about 21% below the price in December, 1930, and about 40% below the price in December, 1929."

PERCENTAGE DECLINE IN MEAT PRICES

JAN., 1932, COMPARED WITH JAN., 1930, AND JAN., 1931



Compiled by Institute of American Meat Packers.

Extent and Variety of Canned Meat Line Is Shown in Display

Canned meats and meat products have "come back strong" in recent years, perhaps to a wider extent than is realized even by the industry itself.

Following the world war there was a lessened interest in canned meat lines, due not only to a reaction from abnormal war production, but also to competition of other forms of packaged meats.

But the pendulum is swinging back once more, if the recent Canners' Exposition at Chicago is any indication. Though that big annual show is devoted chiefly to fruit and vegetable interests, this year meat product labels were very much in evidence.

Factors in Canned Meat Growth.

General factors responsible for the increased consumption of "ready-to-serve" meats and other easily prepared and pre-prepared foods have stimulated the consumption of canned meats. Important among these are the growing number of women in business and industry, the trend in the larger cities toward kitchenette apartments and the disinclination of the modern housewife to spend any more time in the kitchen than necessary.

Other factors of equal or greater importance in popularizing canned meats in growing numbers of homes are the rather large diversity of products available, and the general betterment in canned meat quality being brought about by more efficient equipment and more knowledge regarding scientifically correct methods.

The meat packer today is able to secure results that were not possible a few years ago. The housewife now has a rather long list of canned meat products to choose from, whether she has merely a lunch or a formal dinner in mind, as well as combinations of meats with other foods, including beefsteak and onions, liver and onions, corned beef and cabbage, frankfurts and sauerkraut, corned beef hash, sandwich spreads, etc.

Among the newer canned meats products she finds whole and half hams, whole and half chickens (also in glass), spiced hams, pork sausage and frankfurters. And the present trend seems to be to continue to enlarge canned meat lines.

The National Provisioner Exhibit.

There was no separate display of meat lines at the Chicago exhibition, though some canners had private exhibits in their headquarters rooms at

the Stevens hotel. However, the meat industry's part in canned foods was featured by THE NATIONAL PROVISIONER in a display which occupied its booth on the exhibition floor, and which attracted wide attention.

Though no attempt was made to cover the entire industry, and the exhibit was arranged at short notice, it included in the comparatively small space of the booth no less than 108 different brands and varieties of meat products in tin. This was the first time anything of the kind had been attempted, and the exhibit was commented upon as being unique.

There were also in the exhibit 26 packages in glass and 17 packages in Mono Service fibre cups.

An idea of the extent and variety even of this limited exhibit may be gathered from the following partial list of products shown:

PRODUCTS IN TIN.

Smoked beef insides, smoked beef outsides, chipped dried beef, ox tongue, corned beef hash, potted meat food products, deviled meat food products, potted tongue, deviled tongue, cooked brains, veal loaf, veal livers, tripe, luncheon tongue, corned beef, corned beef hash, corned beef and cabbage.

Pork sausage, pork sausage meat, frankfurters, potted ham, deviled ham,

spiced ham, whole ham, half ham, quarter ham, pickled pigs' feet, pork and beans.

Luncheon sausage, Oxford style sausage, breakfast sausage, sausage meat with cereal, pork tenderloin, pressed pork, country style sausage, jellied pork tongue, Vienna sausage, farm sausage, spiced loin, sandwich spread, daisy, pigs' hocks and sauer kraut.

Hot tamales, chile con carne, chicken a la King, evaporated milk, tomato juice, vegetable soup, chicken soup, tomato soup, whole chicken, half chicken, boneless chicken, chicken broth, carci-nero.

Pure lard, shortening, salad oil, cooking oil, mayonnaise.

PRODUCTS IN GLASS.

Lamb tongue, pickled pigs' feet, ox tongue, frankfurters, dried beef, Vienna sausage, sandwich spread, mince meat, sliced beef, boneless pigs' feet, pigs' feet cutlets, pork feet, honeycomb tripe, corned beef and cabbage, salad oil, mayonnaise.

PRODUCTS IN FIBRE CUPS.

Sausage meat, pork sausage, farm sausage, breakfast sausage, chile con carne, beef fat.

Packers in the Exhibit.

Products of the following packers were shown in the exhibit: Armour and Company, Carstens Packing Co., Clair & Company, Chicago; Cudahy Packing Co., Cudahy Bros. Company, Jacob E. Decker & Sons, Dodge City (Continued on page 46.)



MEAT CANNING A GROWING FACTOR IN INDUSTRY.

Part of the exhibit of THE NATIONAL PROVISIONER at the recent Canning Machinery and Supplies Exposition at Chicago. This small space contained 108 different packages of canned meat products in tin, as well as 26 varieties in glass and 17 in Mono Service fibre cups.

Chains Use Nationally Advertised Products as "Loss Leaders"

Chain store "leaders" or "loss leaders" are usually nationally-advertised products, rather than merchandise carrying private labels.

The Federal Trade Commission found this out in its study of this phase of chain store operation.

The study, made in compliance with a Senate resolution, was required, among other things, to inquire into "the advantages or disadvantages of chain store distribution in comparison with those of other types of distribution as shown by prices, costs, profits, and margins, quality of goods and services rendered by chain stores and other distributors or resulting from integration, managerial efficiency, low overhead, or other similar causes."

Among those features which have a bearing upon the answer to these questions, few are perhaps of more general interest than the policies and practices concerning so-called "leaders" and "loss leaders" and the extent to which chains make use of them as a feature of their merchandising methods, the commission points out.

Complaints About "Leaders."

The statement is frequently made that the common use of loss leaders and the extensive advertising of them have been large factors in the development of chain store business. Complaints are heard from independent retailers and others that chain stores sell leaders at times at prices below those which the independent must pay for the same goods.

The independent retailer generally feels that he can not sell goods without profit to as great an extent as he alleges is done by the chains. He is further restricted in his efforts to compete successfully with the chains by a lack of ability to advertise extensively any price concessions he may make.

In the fifth of its reports on the chain store study, transmitted to the Senate recently, entitled "Chain Store Leaders and Loss Leaders," the general characteristics of leaders, sales of leaders below total cost, percentage losses on leaders sold below replacement cost are included. No conclusions are drawn or recommendations made.

What Are "Loss Leaders?"

In a broad sense the commission has interpreted "loss leaders" as merchandise featured or sold at reduced prices to attract buyers and thereby stimulate sales not only of these leaders but also of other goods. They may be used

more or less regularly and may or may not be advertised.

It was found that chains do not necessarily sell their leaders or loss leaders in all their stores at the same time, but rather that they sell them at least in some of their stores some of the time.

There are four purposes for which leaders are used by chains and these are summarized by the president of a grocery and meat chain which operates several hundred stores as follows:

"The extent to which prices are cut depends on competition, the necessity of introducing a commodity, the need for moving a line of goods, and the desire to bring customers into the store."

Leaders are frequently thought of as being chiefly associated with advertised brands, the report points out, but bulk goods and various kinds of unbranded merchandise are used as well. There are, however, many instances in which the merchandise so used consists principally of nationally advertised goods. "The figures presented in this report tend to show that merchandise under private labels of the chains is relatively seldom selected for loss leader use."

Allowances or Discounts.

Last, but by no means least of the factors determining the kind of merchandise selected as leaders is the matter of allowances or discounts obtained from the manufacturer which sometimes absorb much, if not all, of the cut in prices, the report states.

From information reported by 777 chains concerning the sale of merchandise, other than private brand goods, as leaders at less than net purchase cost, it appears that the practice is increasing with some types of chains chiefly in the grocery, grocery and meat, and drug chains. As a matter of fact, the only kinds of chains for which any considerable number of companies reported sales below total cost were grocery, grocery and meat, and drug chains.

An indication of the size and proportion of the losses involved in the sale of loss leaders is given by such sales in 36 grocery and grocery and meat chains operating 11,369 stores. The average loss in one week was 9.9 per cent and ranged from 3.3 per cent to 14.6 per cent.

Eight grocery and meat chains, operating 526 stores, reported losses on a replacement cost basis, ranging from 1.5 per cent to 23.1 per cent. Included among these loss items was a nationally advertised brand of lard which was featured at a loss of 17.4 per cent.

CHAIN STORE SALES.

Sales of American Stores Co. for 1931 totaled \$135,226,406 compared with \$142,770,476 in 1930, a decline of 5.28 per cent. December sales amounting to \$12,059,081, were 9.2 per cent less than those of December, 1930.

A. & P. sales for the five-week period ended January 2 were \$91,310,661 compared with \$100,101,068 for the same period in 1930, a decrease of 8.78 per cent. Expressed in tons, sales for this period totaled 516,171 compared with 514,356 in the 1930 period, a gain of 0.35 of one per cent.

Net income for the National Tea Company for 1931 is expected to equal between 95 cents and \$1 a common share. Total sales of the company were off 10 per cent from 1930, but tonnage volume increased 4 per cent.

KROGER EXPANDS IN EAST.

Kroger Grocery & Baking Co. expects to open between 70 and 100 new stores in the Pittsburgh district in 1932, according to an announcement by Alvin E. Dodd, vice president of the company. Nearly a half million dollars were spent during 1931 on equipment of new stores and rehabilitation of others in this district.

ARIZONA CHAIN TAX.

Arizona has enacted a chain store tax law, recently signed by the governor, which will become effective July 1. The new law imposes a tax of \$3 on one store, \$5 each on two to five stores, \$15 each on five to ten stores, \$20 each on 10 to 20 stores, and \$25 each on stores numbering over twenty.

PACKER AND FOOD STOCKS.

Price ranges of packer, leather companies, chain store and food manufacturers' listed stocks, February 3, 1932, or nearest previous date, with number of shares dealt in during week, and closing prices, on February 3, 1932, or nearest previous date:

	Sales, Week ended		Low.	—Close—	
	Feb. 3.	Feb. 3.—		Feb. 3.	Jan. 27.
Amal. Leather. ....	.....	.....	.....	1	1
Do. Pfd. ....	.....	.....	.....	2	2
Amer. H. & L. 100	2	2	2	2	2
Do. Pfd. ....	.....	.....	.....	8 1/2	8 1/2
Amer. Stores.	200	34 1/2	34 1/2	34 1/2	34 1/2
Armour A.	3,900	1 1/4	1 1/4	1 1/4	1 1/4
Do. B.	12,300	3/4	3/4	3/4	3/4
Do. Ill. Pfd.	600	9	9	9	8 1/2
Do. Del. Pfd. ....	.....	.....	.....	38	38
Barnett Leath. ....	.....	.....	.....	40	40
Beechmont Pack. ....	.....	.....	.....	45	45
Bohack. H. Co. ....	.....	.....	.....	100	100
Do. Pfd. ....	.....	.....	.....	19	19
Brennan Pack. ....	.....	.....	.....	50	50
Do. Pfd. ....	.....	.....	.....	8 1/2	8 1/2
Chick C. Oil.	400	8 1/4	8 1/4	8 1/4	8 1/4
Childs Co.	800	5 1/2	5 1/2	5 1/2	5 1/2
Cudahy Pack.	400	31 1/4	31 1/4	31 1/4	31 1/4
First Nat. Stores	800	47 1/2	47 1/2	47 1/2	47 1/2
Gen. Foods	23,400	33 1/2	33 1/2	33 1/2	33 1/2
Gobel Co.	900	6	6	6	6
Gr. A. & P. 1st Pfd.	50	116 1/2	116 1/2	116 1/2	115 1/2
Do. New	20	144	144	144	145
Hornel G. A. ....	.....	.....	.....	15	15
Hygrade Food. ....	.....	.....	.....	5 1/2	5 1/2
Kroger G. & B. 5,800	14	13 1/2	13 1/2	14	13 1/2
Libby McNeill. 1,950	4 1/4	4	4	4 1/4	4
McMarr Stores. ....	.....	.....	.....	5 1/2	5 1/2
Mayer, Oscar. ....	.....	.....	.....	5 1/2	5 1/2
Mickelberry Co. 300	6	5	5	6	6
M. & H. Pfd.	100	8	7 1/2	7 1/2	7 1/2
Morrell & Co. ....	.....	.....	.....	23 1/2	23 1/2
Nat. Fd. Pd. A. ....	.....	.....	.....	14	14
Do. B. ....	.....	.....	.....	4	4
Nat. Leather. ....	.....	.....	.....	8 1/2	8 1/2
Nat. Tea	700	8 1/2	7 1/2	8 1/2	8
Proc. & Gamble 8,200	39 1/2	39 1/2	39 1/2	39 1/2	40
Do. Pr. Pfd.	180	97	97	97	101
Rath Pack.	50	.....	.....	17	17
Safeway Strs.	5,200	45 1/2	44 1/2	45 1/2	45 1/2
Do. 6% Pfd.	250	75	75	75	75 1/2
Do. 7% Pfd.	60	86 1/2	86 1/2	86 1/2	88
Stahl Meyer ....	.....	.....	.....	6 1/2	6 1/2
Swift & Co.	7,050	18 1/2	18 1/2	18 1/2	18 1/2
Do. Intl.	5,150	20 1/2	20 1/2	20 1/2	20 1/2
Trunz Pork ....	.....	.....	.....	33 1/2	33 1/2
U. S. Cold Stor. ....	.....	.....	.....	2 1/2	2 1/2
U. S. Leather.	400	2 1/2	2 1/2	2 1/2	2 1/2
Do. A.	200	5	5	5	4 1/2
Do. Pr. Pfd.	100	55 1/2	55 1/2	55 1/2	55 1/2
Wesson Oil	300	14 1/2	14 1/2	14 1/2	14 1/2
Do. Pfd. ....	.....	.....	.....	70 1/2	70 1/2
Do. 7% Pfd. ....	.....	.....	.....	2 1/2	2 1/2
Wilson & Co. ....	.....	.....	.....	2 1/2	2 1/2
Do. A.	300	2 1/2	2 1/2	2 1/2	2 1/2
Do. Pfd.	300	22	22	22	24

EDITORIAL

Government Aid in Restoring Credit

Anything that influences general business conditions influences the meat packing industry. Anything that increases the buying power of the public increases meat demand. This industry has been moving along with prices for both its raw material and its finished product the lowest in more than thirty years. It is wondering, naturally, whether the newly-created Reconstruction Finance Corporation will inflate prices, and in just what manner it will improve the general business situation.

The view held by President Hoover is that the activities of the new corporation will not cause inflation. Some of the reasons why this is the case, as well as some of the things the corporation will bring about, have been set forth by officers of the federal reserve system.

Inflation, they point out, does not normally occur after periods of depression, and it should not occur now. In the six national depressions since 1870 the highest rise in commodity prices was 14 per cent and the lowest 6 per cent, the latter rise occurring in three of the six cases. A rise in bank credit of 22 per cent took place after the 1870 depression, but in no one of the other five did it exceed 9 per cent.

There is present now neither the national psychology nor the mechanics necessary for an inflation. When confidence is restored in banks some rise in commodity prices and in bank credits should result. But it is believed that this country can stand a considerable rise in both without causing inflation, as commodity prices are now 35 per cent off and bank credit is far below normal.

Three things would be necessary to cause a real inflation: One, a large issue of fiat money by the government; two, change in the value of U. S. currency; and three, huge issues of government securities. No huge issues of such securities are contemplated, as the Reconstruction Finance Corporation can issue only \$500,000,000 in capital stock to start and can sell a total of only \$1,500,000,000 more in bonds and debentures. This addition to the volume of new government securities is relatively small. Instead of tending toward large security issues, the government is laying plans for balancing the budget.

The plan of this emergency corporation is to strengthen the bond market, stabilize weak banks, reduce national fright and put a sounder footing

under business. The probable strengthening of the bond market is of vital interest, not only to prevent further dumping of security holdings by banks, but to enable railroads and other industries to sell bonds again. Ordinarily between \$7,000,000,000 and \$8,000,000,000 of bond issues are sold each year, but in 1931 the total sale was negligible. The bond index shows average values down to 76 compared with the 1931 high of 99.

During the past two years there have been 3,500 bank failures, 2,000 of which occurred in 1931. However, it is recognized that for years the country has been over-banked. In 1900 there were 10,000 banks; in 1920, 30,000. At the present time there are about 21,000. Bank failures were due not only to a decline in the value of assets such as bonds and real estate, but also to nervousness of depositors, resulting in hoarding and the movement of deposits from the interior of the country into larger and stronger banks in the larger cities. This made it difficult for many banks to raise cash when necessary, and failures have resulted. Beginning of activities by the Reconstruction Finance Corporation should first bring about the drawing of capital from big banks and send it back into the interior, so that banks which have been "bled white" may resume more normal banking activities.

It is not difficult to see how the influence of this most recently created body can be reflected in the meat industry. Improvement in the situation of the railroads means more employment of labor, purchase of steel and other supplies for needed improvements to enable more economical operation. This, in turn, is reflected in the industries supplying these materials and in their employment of wage earners.

And most important of all, perhaps, is the strengthening of banks throughout the country, reduction in hoarding, extension of credit and improvement in and expansion of consumer buying power, all of which broadens the demand for meat. The employed worker consumes more meat than the unemployed worker. The man with an income who has confidence in his bank and in his job will spend more money for his family's food supply than the man who is in doubt as to the continuity of his employment. And it would not take so much increase in demand to improve the situation for the meat packer and the livestock producer. Neither stocks of meat nor meat animals on farms are excessive for seasons of normal meat demand.

These are only a few of the avenues through which newly created confidence may be reflected in the meat packing industry.

Practical Points for the Trade

(Contents of THE NATIONAL PROVISIONER are copyrighted and may not be reprinted except by permission)

Rules on Uncooked Pork

Certain kinds of hams are prepared to be eaten without cooking. Such hams must be handled in a manner to comply with the federal meat inspection regulations which are given here.

Two methods are outlined by the U. S. Bureau of Animal Industry for the preparation of hams to be eaten without cooking.

Rules for Hams.

Method No. 1.—The hams shall be cured by a dry-curing process not less than 40 days, at a temperature not lower than 36 degs. F. The hams shall be laid down in salt, not less than 4 pounds to each hundredweight of hams, the salt being applied in a thorough manner to the lean meat of each ham. When placed in cure the hams may be pumped with pickle if desired. At least once during the curing process the hams shall be overhauled and additional salt applied, if necessary, so that the lean meat of each ham is thoroughly covered.

After removal from the cure the hams may be soaked in water at a temperature not higher than 70 degs. F., for not more than 15 hours, during which time the water may be changed once; but they shall not be subjected to any other treatment designed to remove salt from the meat, except that superficial washing may be allowed. The hams shall finally be pale dried or smoked not less than 10 days at a temperature not lower than 95 degs. F.

Method No. 2.—The hams shall be cured by a dry-curing process at a temperature not lower than 36 degs. F. for a period of not less than 3 days for each pound of weight (green) of the individual hams, calculating the time of cure of each lot of hams placed in cure upon a basis of the weight of the heaviest ham of the lot. Hams cured by this method, before they are placed in cure, shall be injected with pickle containing not less than 25 per cent of salt, about 4 ounces of the solution being injected into the shank and a like quantity along the flank side of the body bone.

The hams shall be laid down in salt, not less than 4 pounds of salt to each hundredweight of hams, the salt being applied in a thorough manner to the lean meat of each ham. At least once during the curing process the hams shall be overhauled and additional salt applied, if necessary, so that the lean meat of each ham is thoroughly covered.

After removal from cure the hams may be soaked in water at a temperature not higher than 70 degs. F. for

not more than 4 hours, but shall not be subjected to any other treatment designed to remove salt from the meat, except that superficial washing may be allowed. The hams shall then be pale dried or smoked not less than 48 hours at a temperature not lower than 80 degs. F., and finally shall be held in a drying room not less than 20 days at a temperature not lower than 45 degs. F.

This is the fourth article in the series of "Rules for Uncooked Pork," giving the government's recapitulation of prescribed treatment of pork to destroy trichinae. The first, giving rules where heat is applied, appeared December 26, 1931; the second, rules where refrigeration is used, appeared January 9, 1932; the third, giving rules for preparing pork for uncured sausage, appeared January 23, 1932.

The fifth and last of these articles will be devoted to rules for making capicola and coppa.

Sugar in Curing

A curer questions the value of sugar in curing and asks the function of this ingredient. He says:

Editor The National Provisioner:

How important a part does sugar perform in curing bologna and wieners meat, both as to pork and beef?

Sugar has more than one function in the curing of meat. First of all, it is an important flavoring agent. Second, it acts not only in this capacity but as a food for flavor-producing bacteria in the meat. These are the principal reasons for using sugar in curing formulas.

Short Form Hog Test

Do you know each day how your hogs "cut out"?

Do you know how to figure all operating charges and expenses so as to get at your cutting profit or loss per day per cwt.?

THE NATIONAL PROVISIONER'S revised Short Form Hog Test enables you to keep track of this each day.

If you want a supply of these test forms for daily figuring fill out the following and mail it at once:

The National Provisioner,
Old Colony Bldg., Chicago.

Please send me.....copies of the Short Form Hog Test for daily figuring.

Name

Street

City

Single copies, 2c; 25 or more, 1c each; quantities, at cost.

Making Barbecue Ham

A small packer wants to make a barbecue ham cooked in a boiled ham form. He says:

Editor The National Provisioner:

We are desirous of making a barbecue ham by taking a boned and rolled fresh ham and placing it in a boiled ham form and cooking. How should such a ham be seasoned and flavored? Is this method of handling a good one?

The seasoning used in such a ham is only black pepper and salt unless this inquirer serves a trade that likes a touch of garlic. In this case mix a small amount of powdered garlic with the pepper and salt.

The method of preparing such a ham is as follows: Take out the bone, remove the skin and take off the surplus fat, leaving about one-half to three-quarters of an inch of fat on the ham.

Rub some of the salt, pepper and garlic (if the latter is used) on the inside of the ham. Put into the cooking cylinder or form and cook a 12/14-lb. ham at 165 degs. F. from 4 to 5 hours. Then leave the ham in the form and put in the refrigerator overnight. The next morning take the ham out of the form and rub the same spice mixture all over the outside of the ham.

Put in the bake oven and bake from 1½ to 2 hours at 250 to 300 degs. F. When finished, hold in a temperature of 45 to 50 degs. until sold.

Getting Good Color

How long does it take to give beef and pork good color for wieners and bologna? A Western sausagemaker says:

Editor The National Provisioner:

We have attempted to determine just how long a time is required to give beef and pork color for wieners and bologna when the standard curing formula is used. We trim and grind through the fine plate and add salt, saltpeter and sugar at the time of grinding. The temperature of our cooler is 36 to 38 degs.

Proper cure has a great deal of influence on securing a good color on the finished product. In grinding the meat through the fine plate, care should be taken to be sure that the knives and plates are sharp so the meat will not mash and crush. Then mix thoroughly with the curing ingredients and put in the cooler for 36 to 48 hours. A temperature of 40 to 42 degs. is better than 36 to 38 degs., as the latter will probably require a somewhat longer time.

When in need of expert packinghouse workers watch the classified pages of THE NATIONAL PROVISIONER.

Use of CO₂ in Trucks

New users of solid carbon dioxide as a refrigerant sometimes have trouble because they do not know how to handle the product. One packer who has been using the product in motor truck refrigeration says:

Editor The National Provisioner:

We have begun using solid carbon dioxide recently for refrigeration in some of our meat trucks, but do not get as good results as we believe we should. Can you tell us how the product should be handled for best results?

Complaints about solid CO₂ as a refrigerant usually are due to two causes—an improper system of refrigeration, or careless and ignorant handling of the refrigerant.

Early methods of refrigerating with solid carbon dioxide did not provide for proper diffusion of cold, and the refrigerant was blamed instead of the method. Later tests have developed proper methods of conduction to get adequate refrigeration.

The refrigerant itself, which is rapidly increasing in use, is delivered to the user in blocks like water ice, except that it is generally wrapped in kraft paper. Some packers have had trouble in getting good results because the paper wrapping around the CO₂ is not removed.

Delivered with each 10- x 10-in. piece wrapped in paper, truck operators sometimes place the pieces directly in the bunkers of their refrigerated trucks without removing this paper. By doing this they prevent radiation and contact of the ice with the bunker surface. This nullifies to a considerable extent the value of solid CO₂ as a refrigerant.

One packer recently removed 18 paper wrappers from the bunker of one truck. No wonder he didn't get proper refrigeration!

WHAT IS A "FANCY" HAM?

What is a "fancy" boiling ham? A packer who produces a generally good run of hams says:

Editor The National Provisioner:

We note your quotations on "fancy" and "standard" boiling hams. We put out pretty good hams, but we do not know whether or not they would grade "fancy."

A fancy S. P. boiling ham is a choice selection out of the standard grade. Packers featuring such hams make them according to the following specifications:

The ham must be well faced, well trimmed on the flank, must have a smooth skin and must be absolutely free of skin bruises or skin cuts. It must be cut through the joints on the shank and must be selected for fat covering ranging from 1½ to 2½ inches, according to the average.

Weights included under these specifications range from 14 to 24 lbs.

PACKINGHOUSE IDEA PRIZES.

For the ninth consecutive year the Institute of American Meat Packers has made available during 1932 the sum of \$1,000 to be awarded for meritorious ideas developed by employees of member companies. These awards are sponsored by the Institute as a means of stimulating the growth and development of the industry through the recognition of individual initiative, says president Woods in a recent announcement.

The awards are made by an impartial committee of which H. P. Henschien is chairman. Other members of this Special Committee on Awards are A. W. Cushman, Hygrade Food Products Corp., Chicago; S. C. Frazee, Wilson & Company, Chicago; H. J. Koenig, Armour and Company, Chicago; Donald Mackenzie, Swift & Company, Chicago; G. L. Talley, Jacob Dold Packing Company, Buffalo, N. Y.; and R. E. Yocum, Cudahy Packing Company, Chicago.

Entries should be sent to Institute headquarters, 506 South Wabash Avenue, addressed to the attention of the Department of Packinghouse Practice and Research.

In addition to the monetary award, the recipient of the first award is also given a replica of the Charles E. Herrick Silver Cup. The recipient's name is engraved on the back of the original cup, which is loaned to his company for display.

All entries for the awards, which will be made at the next convention of the Institute, must be received no later than July 15, 1932. Full details of the provisions governing the awards are given here:

1. Every entrant must submit a brief describing his idea or process fully not later than July 15, 1932. The description should be complete so that the operating details of the idea or invention may be easily understood. Sketches, blue prints, models, photographs, or other material illustrating the idea and corroborative evidence of practicability should, if possible, accompany the entry.

2. The entry may be an improvement in manufacturing processes; a labor saving device; a method of improving value, quality, or desirability of a packinghouse product; a rearrangement of equipment to facilitate handling of product during processing; a device for reducing accidents or fire losses; a method of conserving ma-

terials, packages and supplies; an application of machinery already in use in other industries but not previously applied to the meat packing industry, or a definite improvement on machinery or equipment now in common use in meat packing plants.

3. The idea or invention must have been originated since October 1, 1931, or must be an improvement on methods in use at that time.

4. All entries must be made by the originator of the idea. This does not exclude entry of an improvement of an idea previously developed by someone else.

5. Only employees of a member company of the Institute of American Meat Packers shall be eligible for the awards. Such employees shall have been employed by that member company for not less than ninety days before submitting their briefs, and they must be employed by a member company at the time that the award is made.

6. The awards will be decided by a competent committee, and presentation will be made at the next convention of the Institute.

7. It should be fully understood that the Institute will not claim ownership of any idea by reason of its being entered for these awards. However, the Institute reserves the right to publish for the benefit of its members the ideas presented or abstracts thereof.

Certificates of merit will be awarded for the ideas entered that do not receive monetary awards.

Placards calling the attention of employees to the awards have been posted by member companies.

PACKER LABORATORY SERVICE.

Announcement that the Service Laboratory of the Institute of American Meat Packers has now made available to member companies a twelve-sample annual contract was made recently by president Woods in an Institute bulletin. In explaining the details of the new contract, the bulletin contains the following comments from Dr. W. Lee Lewis, director of the Institute's Department of Scientific Research and director of the Service Laboratory:

"The efficient and economical service which the Service Laboratory has offered to members has resulted in a very gratifying growth. Analyses are supplied at prices which represent a substantial saving, and arrangements for the use of the laboratory are most flexible.

"The customer may use the single analysis price, which offers a reduction of 20 per cent where five or more samples of the same kind are submitted simultaneously. In addition, there are annual contracts covering from twenty-five to one thousand unspecified samples, and, finally, where a concern desires only certain specific types of analyses, there is a plan of discount for the number of samples submitted and number of determinations made on each sample.

"Growing appreciation of the importance of chemical control in the packing industry and the increasing popularity of the Service Laboratory have led to the request for a twelve-sample annual contract."

Overlooking Profits?

"It is surprising how few business men appreciate the enormous dividends derivable from investments in their own business.

"There is scarcely a manufacturer in the world who has not in his plant some machinery that should be thrown out and replaced by improved appliances; or who does not from the want of additional machinery or new methods lose more than sufficient to pay the largest dividend obtainable by investment beyond his own domain.

"And yet business men whom I know invest in bank stocks and in far-away enterprises, while the true gold mine lies right in their own factories."

—ANDREW CARNEGIE.

Refrigeration and Frozen Foods

NEW TYPE FREEZER BOX.

More general use of the freezer for carrying meats has emphasized the desirability of a new type of storage and shipping container—one that is comparatively cheap, has the ability to withstand severe cooler and freezer conditions, and that is strong and sturdy and of good appearance.

The wooden box has been used for this work for many years, and in many respects is ideal for the purpose. It is sturdy, affords good protection for its contents, and is not affected by moisture and temperature changes in coolers and freezers.

But in these days when the packer is seeking ways and means of reducing production and distribution expense it has the disadvantage of a rather high first cost. The ordinary fiber container is not suitable for this work, as it readily absorbs moisture and breaks down when kept in coolers and freezers for any length of time, particularly when the humidity is high.

For some time experiments have been under way to produce a fiber box material not subject to break-down under the usual meat plant conditions of moisture and temperature changes. A fiber storage and shipping container that would satisfactorily meet the rather severe conditions in the meat plant has been sought by the packing industry, as its use would enable worth-while savings to be made.

Such a fiber material has been perfected and has been tested as to its ability to stand up in freezers and coolers without apparent deterioration. This is a corrugated fiber board with which a bituminous material is incorporated during manufacture, and which finally is waterproofed. The result is a stock of considerable strength and rigidity, and with resistance to moisture and temperature changes. The colors are standard tan or natural, and the stock is said to print well. This is a product of the Lawrence Paper Mills, Lawrence, Kas.

Containers of this material, say the manufacturers, are not made to compete with ordinary corrugated fiber boxes. Any place where the latter box will serve satisfactorily is no place to consider using "Freezur" boxes, as containers of this improved material are called. The latter are built to go into the cooler or freezer where ordinary corrugated boxes will not serve, and when the product is ready to ship to carry it to its destination.

In addition to its ability to withstand moisture conditions and temperature changes, other advantages claimed for this "Freezur" box are light weight, good appearance, strength and rigidity, and a cost less than for wood boxes.

One large packer is using these boxes for a variety of products to go into the freezer. He seals them with sodium silicate and stacks them seven high. These boxes, it is said, stack better than

ordinary corrugated fiber boxes. When poles are used they are placed under the ends or side walls, as it is at these points that the load is carried.

Boxes stacked in the freezer may be tied brickwise or with strips of cardboard, canvas, lath or the like. When they are placed on 2x4s on the floor, three instead of two strips of wood generally are used.

A small packer with very poor cooler conditions—much fog and moisture—has used to date more than 52,000 of these waterproof storage and shipping containers with good results for the storage and shipping of ribs, neckbones, feet, snouts, tails, livers, kidneys, etc. A large Chicago packer who has been experimenting with this box reports satisfactory results also.

Efficient for Storing Meat.

The weight of a "Freezur" box is between the standard corrugated and the solid fiber box. It may be stitched, seal branded or sealed with silicate of soda. Silicate of soda sets somewhat more slowly on these boxes than on ordinary corrugated fiber boxes, both on account of the waterproof coating and the lower temperatures in which the boxes are stored. Once sealed the boxes may be opened with the hands or a knife for inspection of the contents, and resealed with silicate of soda.

Product stored in these boxes freeze somewhat more slowly than when stored in wood containers, due to the fact that the treated fiber board is a better insulator than wood. But on the other hand, product also thaws more slowly. This is an advantage in many cases, and an aid under some climatic conditions in keeping the product in good condition.

Used as storage containers, eggs have been stored in these boxes at tem-

peratures of 30 to 32 degs. Fahr., with 90 per cent relative humidity, for nine months. The shrink in weight was less than is usually the case in eggs stored under the same conditions in standard egg cases. Tests on meats in these boxes in temperatures above zero to 40 degs. below gave satisfactory results.

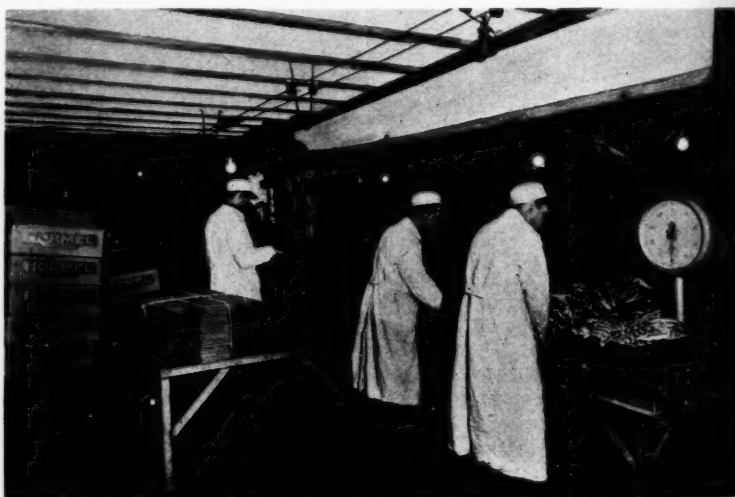
These storage-shipping containers are being produced in R. S. C., S. S. C., etc., also Bliss. There is no objection to mixing them in cars with standard corrugated containers.

The following qualities of these improved storage-shipping containers, it is pointed out, aid in keeping meat handling costs low: Reasonable first cost; less weight and consequently lower freight bills; come knocked down and take up little space in storage; comparatively thin walls increase freezer capacity; lining papers need not be used; there is less loss and damage to products shipped in them.

WOULD DATE PACKAGED FOODS.

It will be unlawful to offer for sale in the state of Kentucky any food or drug—canned, bottled, or packaged—that does not have printed on the label the date and the day that the food or drug was packaged, canned or bottled, if a bill introduced into the Kentucky legislature on January 20, 1932, becomes law.

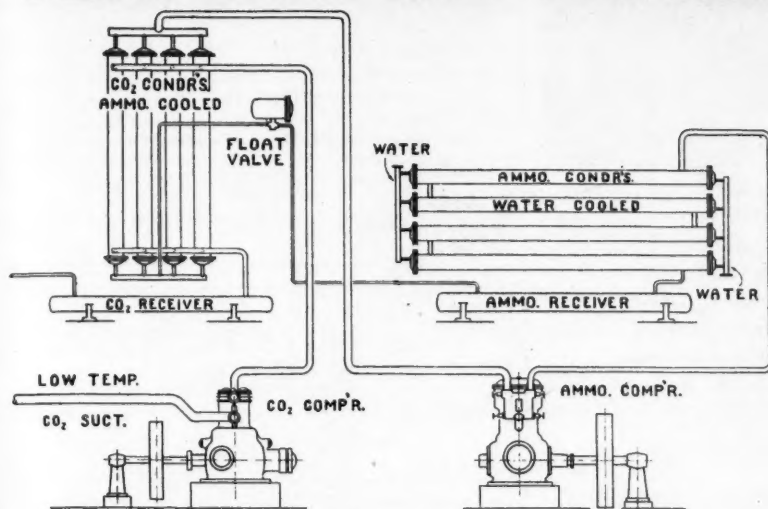
Penalty for violation of this decree would be a fine of not less than \$10 nor more than \$100 for each offense, or imprisonment not to exceed 50 days, or both fine and imprisonment. The act would not apply to any article of food or drug which was packed, canned or bottled prior to the time of the enactment.



RIBS FOR FREEZER BEING PACKED IN NEW TYPE FIBER BOXES.

A bituminous material is incorporated in this box board during manufacture, and the stock finally is waterproofed. The result is a product which, when made into boxes, stands up under the temperature changes and moisture conditions in coolers and freezers. When meat products are ready to be shipped the same container carries them to their destination. This scene shows a department in the plant of Geo. A. Hormel & Co., Austin, Minn., where large numbers of these boxes are used with a considerable saving in first cost and tare.

FRICK SPLIT-STAGE LOW-TEMPERATURE REFRIGERATION



Frick Company
WAYNESBORO, PA. U.S.A.
ICE MACHINERY SUPERIOR SINCE 1882



Developed expressly for quick-freezing work, the Split-stage Refrigerating System illustrated produces temperatures down to 60 degrees below zero F. without resorting to vacuum operation. Low temperatures are maintained with carbon dioxide, which is condensed at moderate pressure with ammonia. A reliable, highly effective and economical Low Temperature System. Write for full details now.

FRICK COMPANY
Waynesboro, Pa.

REFRIGERATION NOTES.

Plant of the Williston Ice & Cold Storage Co., Williston, Fla., damaged by fire recently, has been repaired and placed in operation.

American Service Co. is planning the erection of a \$40,000 ice manufacturing plant in Alabama. The location of the site has not been disclosed.

Texas-Louisiana Gin Co., Bossier, La., is planning the erection of a new plant in which cold storage equipment will be installed.

A new plant is being constructed by the Emaus Ice & Storage Co., Pennsburg, Pa.

Fire recently damaged the plant of the Winn-Lovett Warehouse & Cold Storage Co., Sanford, Fla., to the extent of about \$15,000.

Fire in the boiler room in the plant of the Block Ice & Cold Storage Co., Manassquan, N. J., recently caused damage estimated at \$80,000.

Federal Cold Storage Co., Pittsburgh, Pa., has been incorporated with a capital stock of \$20,000.

Olympia Warehouse & Cold Storage Co., Seattle, Wash., has been incorporated with a capital stock of \$50,000. The incorporators are Fred T. Sherman, W. T. Douglas and J. Richard Good-fellow.

A new concern, to be known as the Canastota Refrigerating Co., Inc., has been formed. Frank Hill, North Rose, N. Y., is president.

New refrigerating machinery has been installed recently in the plant of the Piedmont Cold Storage Corp., Charlotte, N. C.

W. E. Redeman, Albany, Ore., is erecting a modern cold storage plant. Ellay Refrigerating Co. has engaged in business in Los Angeles, Calif.

BOTULINUS AND FROZEN FRUIT.

Tests by the U. S. Bureau of Chemistry and Soils have shown that quick freezing fruits and vegetables does not kill the spores of the botulinus germ present on a high percentage of such produce, Dr. L. H. James, in charge of bacteriology and microchemistry studies for the Department of Agriculture, stated recently.

"The absence of any appreciable effects of freezing on botulinus spores is striking," Dr. James said. "Their wide distribution in the soils of this country makes it imperative that the same serious consideration be given to the relation of the botulinus microorganisms to the preparation and handling of frozen products as has been given to the canning of fruits and vegetables."

The following information was also given by Dr. James: The central question involved is the toxicity of the defrosted fruits or vegetables when they are improperly handled. Quick-frozen fruits and vegetables are not sterilized as is the case with canned products, which are brought to high heat before canning, destroying the germs.

When the defrosted products are used at once there appears to be no danger of poisoning. The question arises when they are permitted to stand for a time

after defrosting, giving any botulinus germs which may be present an opportunity to produce toxins, or poisons.

The toxins are a product of the bursting of the botulinus cells. In this connection it was determined that quick freezing not only does not kill the botulinus spores, but that it also does

CLIP HERE

Memo

To: Chief Engineer.
We don't want any thing but Pure Cork insulation in our plant. Those cheap substitutes are too expensive in the long run.
"Boss".

UNITED CORK CO.'S.

Manufacturers and Erectors
of Cork Insulation
LYNDHURST, N. J.

READY NOW
in our
warehouses



Hundreds of Jamison and Stevenson Doors, completely built and crated, ready to ship the day your order is received.

All standard sizes—write or wire our nearest branch

JAMISON COLD STORAGE DOOR CO.
CONSOLIDATING JAMISON COLD STORAGE DOOR CO., INC.
AND STEVENSON COLD STORAGE DOOR CO.
HAGERSTOWN, MARYLAND, U. S. A.

BRANCH OFFICES:
NEW YORK, CHICAGO,
PHILADELPHIA, DETROIT
and ST. LOUIS . . .
AGENTS: Southern Ice
Supply Co., MARIETTA,
Ga. . . Gay Engineering
Corp., LOS ANGELES,
Cal. . . Taylor Fithen
DALLAS, Texas . . .
FOREIGN: LONDON,
HONOLULU and JAPAN.

**Jamison
& Stevenson**
Cold Storage
Doors



not result in the liberating of toxins from spores that may be present.

"Dried botulinus spores have been frozen with solid carbon dioxide, defrosted at intervals and the total number of living spores, as well as the presence of toxins determined," Dr. James said. "There was no reduction in the number of living spores, neither when defrosted and examined immediately after being frozen nor when they have been frozen for nine days and then examined. Subcutaneous injections into guinea pigs showed that no toxins had been liberated from the spores by the freezing."

MEAT INSPECTION CHANGES.

Changes in the federal meat inspection service are reported officially as follows:

Inspection granted.—Swift & Company, Jewel ave., Vernon, Calif.; *Laclede Packing Co., 3801 Aldine st., St. Louis, Mo.; Armour and Company, 2030 Clark ave., St. Louis, Mo.; Victor Goulash Co., 1100 West Grand ave., Chicago.

Inspection withdrawn.—Armour and Company, Thirty-fifth st. and Eleventh ave., New York City; Swift & Company, 824 South Vandeventer ave., St. Louis, Mo.; Wilson & Co., Alton Park Station, Chattanooga, Tenn.; H. L. Caplan & Co., 23 South High st., Baltimore, Md. From subsidiary: Geo. H. Swift, under establishment 27, 27-A, 27-B, and 27-C.

Inspection extended.—Wilson & Co., New York City, to include The Atlantic Lard Co.; North Packing & Provision Co., Somerville, Mass., to include John P. Squire Co., Springfield Provision Co.,

Sperry & Barnes Co., Swift & Company, and J. P. Squire & Co. Also change name of the Squire section from J. P. Squire & Co. to John P. Squire Co. White, Pevey & Dexter Co., Worcester, Mass., to include North Packing & Provision Co., John P. Squire Co., Boston Packing & Provision Co., Swift & Company and J. P. Squire & Co.; Springfield Provision Co., Brightwood, Mass., to include North Packing & Provision Co., John P. Squire Co., Boston Packing & Provision Co., Swift & Company, and J. P. Squire & Co.; The Sperry & Barnes Co., New Haven, Conn., to include North Packing & Provision Co., John P. Squire Co., Boston Packing & Provision Co., Springfield Provision Co., White, Pevey & Dexter Co., Swift & Company, and J. P. Squire & Co.

Change in name.—Swift & Company, 3815 Chouteau ave., St. Louis, Mo., St. Louis Independent Packing Co., and Missouri Butterine Co. of St. Louis instead of previous name; Walter E. Watson, 115 Vine st., Philadelphia, Pa., and W. E. Watson & Co., instead of previous name; Ratliff Pure Food Products Co., 409 Arizona st., Fort Worth, Tex., Walker's Pure Food Products Co., and Texas Rio Rita Canning Co., instead of previous name.

*Conducts slaughtering.

PRODUCE EXPORT AND IMPORT.

Sharp declines are reported in both the export and import of butter, cheese and eggs in 1931 from those of 1930. The 1931 butter export totaled 1,984,333 lbs. compared with 2,954,023 lbs. in

1930; cheese totaled 1,672,515 compared with 1,964,138 in the previous year; eggs in the shell 7,683,609 dozen compared with 18,579,945 dozen, while frozen, dried or canned eggs totaled 254,560 compared with 196,379 lbs. in 1930, the only increase.

Imports of butter in 1931 totaled 1,881,771 lbs. compared with 2,472,157 lbs. in 1930; cheese imports amounted to 61,991,424 lbs. compared with 68,319,716 lbs. a year ago, while egg imports totaled 309,471 dozen compared with 317,253 dozen in 1930. There were 934,378 lbs. of dried whole eggs imported in 1931 and 1,229,449 lbs. in 1930. Frozen egg imports dropped from 2,612,243 lbs. in 1930 to only 6,730 lbs. in 1931. Dried egg yolks totaled 4,019,835 lbs. in 1931 and 6,645,176 lbs. in 1930. The import of dried egg albumen also dropped sharply, totaling 3,152,070 lbs. in 1930 and only 1,992,202 lbs. in 1931.

CREAMERY BUTTER IN 1931.

Creamery butter production in the United States in 1931 totaled 1,626,338,200 lbs. compared with 1,595,231,000 lbs. in 1930, an increase of 1.96 per cent. June was the month of heaviest production in each year and November the lightest. The 1931 production exceeded that of 1930 in eight of the twelve months of the year, the May, July, August and September production being slightly lower in 1931 than in 1930.

Watch the "Wanted" and "For Sale" page for business opportunities and bargains in equipment.

Investigate **ROCK CORK**

This modern low temperature insulation—
24 years' time-tested

1. Highly efficient
2. Moisture-resistant
3. Completely sanitary
4. Odorless
5. Permanent, mineral composition

NO OTHER low temperature insulation equals Rock Cork in its ability to maintain its high initial efficiency over a long period of years. No other material offers higher resistance to moisture infiltration.

Full Information on Request



Johns-Manville

292 Madison Ave.
New York

H. PETER HENSCHEN

Architect

PACKING PLANTS AND COLD STORAGE CONSTRUCTION

59 East Van Buren St., Chicago, Ill.

Cold Storage Installation

All Kinds of Refrigerator Construction

JOHN R. LIVEZEY

Glenwood Avenue, West 22nd St., Philadelphia, Pa.
526-530 St. Paul St., Baltimore, Md.
902 Woodward Bldg., Washington, D. C.

For Purchasing Departments

NEW MODEL HIGH SPEED TRUCK.

A new model 1½ ton truck chassis of particularly sturdy construction has been announced recently by the International Harvester Co. It is available in 136- and 160-in. wheel bases.

The six-cylinder engine installed in this new A-3 model is of the six-cylinder, L-head type, and has a 3½-in. bore and a 4½-in. stroke. Its piston displacement is 224 in. The engine develops a maximum brake horsepower of 54 at 2,700 revolutions per minute. Its maximum torque is 138 pound-feet at 700 to 900 revolutions per minute. It is unusually economical in fuel and oil consumption, it is said. The clutch is of the single-plate type, with built-in vibration damper. The transmission

ALUMINUM UNIT HEATER.

A disc fan heater of all aluminum welded construction was announced recently by the Niagara Blower Co., New York City. The following features are emphasized: Vertical tubes for complete drainage, rigid structural mounting of motor, construction of header and tubes to prevent expansion strains, adaptability to working steam pressures up to 150 lbs. Laboratory and practical tests are said to show such advantages as lower discharge air temperature, producing full rated capacity with less steam; higher discharge air velocity, giving positive distribution of warm air where needed; greater amount of air handled, saving steam and giving greater diffusion throughout the room.

THERMOMETER BULLETINS.

The importance of accurate information on temperatures during manufacturing operations in the meat plant hardly can be overestimated. Comparison of finished products with such records often furnished valuable information on shrink, color, flavor and general quality that lead to better production efficiency and products of better quality. And the most satisfactory way to record temperatures is by recording thermometers.

Two bulletins of interest to meat packers on temperature instruments are being distributed by the Moto Meter Gauge & Equipment Co., New York City. In one of these is illustrated and described the company's line of recording thermometers. The outstanding features of these instruments, the bulletin points out, are sensitivity, steadiness under vibration and general reliability and ruggedness.

The other bulletin features standard types of industrial indicating thermometers.

IMPROVED HAM RETAINER.

Improvements in construction designed to increase strength and add to the life of retainers, and to aid in the production of boiled hams of better quality and appearance, have been made recently to the ham retainers manufactured by the Ham Retainer Corp, Port Chester, N. Y.

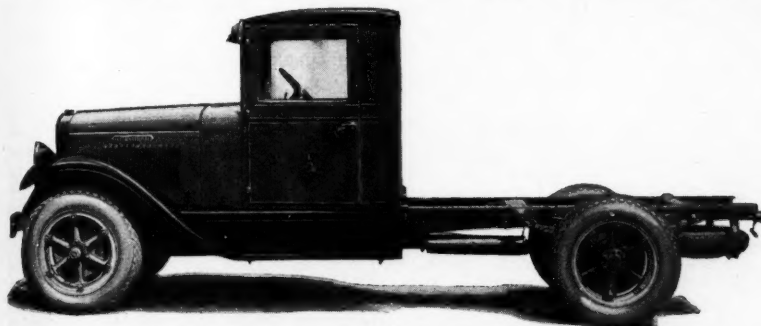
Most conspicuous of these is the substitution of springs of oval cross section for the round springs previously used. With this new-type spring, it is claimed, a better distribution of pressure over a wider area is secured, and tilting of cover is eliminated.

Other improvements consist of more rounded corners and a plain cover, facilitating cleaning; less taper to the body, permitting the cover to fit more snugly; better distribution of the metal to secure greater strength; a better appearance, and more reinforcement in the cover.



GIVE UNIFORM PRESSURE.

A feature of the design of this ham container is springs with oval cross section. This new-type spring has been developed to give a better and more uniform distribution of pressure and to eliminate cover tilting. A better distribution of metal in the cover and body to secure greater strength has also been made.



POWER AND SPEED COMBINED IN THIS MODEL.

This new International truck, model A-3, is available in 136- and 160-in. wheel bases. It is powered with a six-cylinder, L-head motor which develops 54 h.p. at 2,700 r.p.m. Advanced design and construction are used throughout.

provides four speeds forward and one in reverse.

Frame is of pressed steel channels 7 in. deep at the center and reinforced with numerous cross members to provide rigidity with ample flexibility to meet varying load and road conditions. Front and rear springs are of the semi-elliptic type, and semi-elliptic auxiliary rear springs are also provided.

Rear axle is of the full floating, spiral-bevel-gear type, with axle shafts of chrome-molybdenum steel. Pinion, differential and wheel bearings are tapered rollers. Four-wheel, mechanically-operated, internal-expanding shoe-type brakes and cam and lever steering gear are provided for easy control. Cast spoke wheels with 30-by 5-in. front and 32-by 6-in. rear tires are standard equipment.

In addition to its sturdy construction the model A-3 presents an unusually attractive appearance. Its lines are very similar to those of other International speed trucks.

CONTINENTAL CAN IN TEXAS.

A factory site of several acres in Houston, Texas, has been purchased by the Continental Can Company. The company has moved its Southwestern sales office from Dallas to that city, and will build a plant there. It is remodeling a plant in Cincinnati and building a warehouse in Jacksonville, Fla., and a plant at Harvey, La.

CORK ON PACIFIC COAST.

Mundet Cork Corp., 450 Seventh ave., New York City, manufacturers of all kinds of cork products, announce the appointment of Pioneer Sand & Gravel Co., Inc., Insulation Division, 911 Harrison st., Seattle, Wash., as their representatives in that city. This concern will carry a full line of stock for their territory, including Mundet "Jointite" corkboard for all cold insulation problems, roofing, flooring, etc.; Mundet "Jointite" cork pipe covering and moulded fitting covers for cold pipe insulation and for all sizes of pipe and all fittings; and Mundet natural cork isolation mats for deadening machine vibration.

LOWER SPEED REDUCER PRICES.

A lower schedule of prices on various types and sizes of speed reducers has been announced by the Falk Corporation, Milwaukee, Wis. Falk standard speed reducers are made in single, double and triple reductions, both horizontal and vertical, for parallel shaft and right angle drives. There are 17 types in 202 sizes, ranging from 1,000 h. p. down to .05 h. p., with 133 standard ratios from 1.5:1 to 518:1. Price changes apply to all sizes in common use.

CONTINENTAL MARKETS.

(Special Report to The National Provisioner.)

Hamburg, January 25, 1932.

Arrivals of lard at Hamburg from January 18-23, 1932, consisted of 1,159 tons from the United States and 257 tons from Denmark. For lard from the United States, packers' asking prices were \$15¼ to \$15½ and dealers' \$15 to \$15¼.

Lard Markets.—Unchanged Chicago quotations resulted in dull business, with small returns. In spite of the comparatively favorable prices importers are not in favor of concluding greater contracts, as they count in general upon further declines of prices. Consumption is declining owing to increasing unemployment. Furthermore, other fats, especially margarine, are sold far below lard prices.

Danish Lard.—While Danish sellers demanded at the beginning of the week 85 Danish crowns for lard in bladders, they went down to 79 Danish crowns at the close. Increased slaughters in Denmark resulted in increased production of fats. Further price reductions and increased offerings of Danish lard are looked for during the coming week.

Holland Markets.—The week began with unchanged quotations for American lard. In the course of the week, however, a slight decline of price was noted. For prompt and all future shipments only small sales were made. Quotations for Dutch lard remained unchanged. In many cases small bids below quotations were accepted. Prices amounted to \$14 per 220 lbs., off packing house.

Hungarian Markets.—Business in Hungary has been very dull owing to divers official restrictions on foreign currencies. At present best fat hogs are sold at 5 to 6c per lb. live weight. Fat backs, cut according to American fashion, are offered at \$21 for 220 lbs., f.o.b. German border. Lard prices are comparatively high at \$20 for 220 lbs., f.o.b. German border. Owing to the limited outlet for lard, more fat backs are being produced.

Bacon Markets.—During the week of Jan. 14 to Jan. 20, 1932, Denmark slaughtered 179,971 hogs, 160,875 of which were destined for bacon export.

During the same period there were slaughtered in Holland 6,070 hogs for bacon manufacturers, while a quantity of bacon the equivalent of 6,621 hogs was exported to the United Kingdom.

British bacon import during the week amounted to 3,017 cwt. from Ireland, 136,526 cwt. from Denmark, 2,645 cwt. from the United States, 4,963 cwt. from Holland, 14,358 cwt. from the Baltic States, 1,817 cwt. from Canada, 8,815 cwt. from Sweden and 31,314 cwt. from Poland.

Fat Backs.—There was only limited demand for fat backs of all kinds and importers were buying only the quantities needed at the moment in expectation of further price reductions. Quotations for American fat backs were as follows: 8/10 av., \$14.50; 10/12 av., \$15½; 12/14 av., \$17½; 14/16 av., \$19½; 16/18 av., \$19½; 18/20 av., \$20½, and 20/25 av., \$20½, c.i.f. Hamburg, for 220 lbs. Dutch fat backs were quoted at \$13.75 to \$14.00 for 220 lbs. f.o.b. Dutch railway station.

Oleo Oil.—Business was quiet. Quotations were for prompt shipment from

North American packing houses for extra oleo oil, \$17.20, for prime oleo oil \$16.05 per 220 lbs., c.i.f. Hamburg.

Hog Livers.—The demand was very slow. North American slightly pickled livers are offered at \$14 for 220 lbs., prompt shipment; frozen North American livers offered at \$12. Bids are asked. Fresh Danish liver has slightly declined and was sold at \$15 to \$15.50; salted Danish livers are quoted about \$11 per 220 lbs.

Casings.

Export beef middles.—North American, 110, about \$0.80. South American, 110, about \$1.00.

Export beef rounds.—North American, 225, about \$0.26; 200, about \$0.26; 190, about \$0.24; 140, wide, about \$0.50. South American, 210, 200, 225, about \$0.45.

Domestic beef rounds.—North American, 180, about \$0.18; 140, wide, about \$0.36. South American, 180/150, about \$0.22.

Hog bungs.—North American, 400, per piece, \$0.30; 550, per piece, \$0.11; 600, per piece, \$0.08.

Danish original hog bungs, Danish crown 0.25.

Hog casings.—North American, narrow, per 100 yards, about \$2.75; medium, about \$1.00; wide, about \$0.65.

Danish, narrow/medium-wide, per one meter, about Danish crown, 0.03. Chitterlings, per 10 meter, about Danish crown 0.50. Hog bungs, ends, per piece, about Danish crown, 0.05.

Chinese hog casings:

Millimeter.	Lard.	Reichsmark.
26/28	27	1.50
28/30	27	1.40
30/32	27	1.10
32/34	27	0.85
over 34	27	0.60

FRENCH MEAT IMPORT QUOTAS.

French import quotas for the first quarter of 1932 permit the import of 32.4 metric tons of frozen pork from the United States during this period, according to recent advices to the State Department. Other allotments include 68.6 metric tons of salted or pickled meat and 14 metric tons of ham other than Prague ham. Of the 135 metric tons of ham, salted, raw, not prepared (Italian style) permitted to enter during the period, the United States is given no allotment.

CZECH IMPORT RESTRICTION.

According to official announcement from the minister of finance in Czechoslovakia, lard, bacon and canned food-stuffs are among those commodities for which a permit from a special government commission will be required to purchase foreign exchange for their importation. After January 25, 1932, the export shipping documents, covering shipments of goods subject to the exchange restrictions, must contain a statement giving the name and address of the local consignee holding the permit to purchase the foreign exchange.

Watch the "Wanted" and "For Sale" page for business opportunities and bargains in equipment.

GERMANY'S FOREIGN TRADE.

(Special Report to The National Provisioner.)

Hamburg, January 26, 1932.

Germany's foreign trade in fats, meat and live stock during 1931 and 1930 is reported as follows:

IMPORTS.

	1931.	1930.
Cattle, No.	91,063	200,464
Hogs, No.	79,506	182,878
Meat, Fat Backs and Sausage, kgms.	62,855,100	112,006,200
Lard and Oleomargarine, kgms.	89,737,900	88,500,000
Tallow, kgms.	17,242,900	19,274,300
Casings, kgms.	43,533,400	47,420,000

Total imports of cattle, hogs and meat have declined more than 50 per cent in comparison with 1930.

EXPORTS.

	1931.	1930.
Cattle, No.	38,747	36,000
Hogs, No.	220,035	273,828
Meat, Fat Backs and Sausage, kgms.	7,677,300	13,628,000
Lard and Oleomargarine, kgms.	194,700	121,300
Tallow, kgms.	2,806,200	3,208,900
Casings, kgms.	6,728,300	7,648,100

MAY RAISE GERMAN DUTIES.

(Special Report to The National Provisioner.)

Hamburg, Germany, Jan. 26.

Authorization is given the German government under a new order of President Hindenburg to raise the existing duty on the import of goods from countries whose rate of exchange has sunk below the gold standard, in case of pressing economic necessity. German reports indicate that it is expected this authorization will be applied first to imports from the Scandinavian countries, especially Denmark. An increased duty on butter and additional duties on lard and fat backs are anticipated.

CANADIAN MEAT IMPORTS.

Meat imports into Canada during December, 1931, and for the year 1931, with comparisons:

	Dec., 1931.	Year 1931.	Year 1930.
	lbs.	lbs.	lbs.
Beef	6,642	502,278	3,631,176
Bacon and hams	984	281,532	8,500,280
Pork	140,314	4,856,868	11,071,032
Mutton and lamb	1,872	1,185,527	4,431,771

Imports from the United States:

	Dec., 1931.	Year 1931.	Year 1930.
	lbs.	lbs.	lbs.
Beef	5,442	171,167	870,158
Bacon and hams	984	275,285	8,536,067
Pork	140,314	4,856,668	11,068,432
Mutton and lamb	1,512	111,052	406,450

CANADIAN MEATS TO U. S.

Exports of livestock and meats from Canada to the United States for December, 1931, with comparisons:

	December, 1931.	Year, 1931.	Year, 1930.
		lbs.	lbs.
Cattle, No.	1,296	9,159	18,498
Calves, No.	656	15,450	33,321
Hogs, No.	65	1,402	12
Sheep, No.	26	1,118	1,803
Beef, lbs.	41,500	352,100	4,967,900
Bacon, lbs.	110,500	1,173,900	1,347,100
Pork, lbs.	194,400	1,249,000	1,495,200
Mutton, lbs.	800	21,900	40,100

CANADIAN STORAGE STOCKS.

Stocks of meat on hand in cold storage warehouses in Canada on Jan. 1, 1932, with comparisons, as reported by the Dominion Live Stock Branch:

	Jan. 1, 1932.	Dec. 1, 1931.	5-yr. av. Jan. 1.
	Lbs.	Lbs.	Lbs.
Beef	10,023,397	9,480,222	20,953,365
Ven	1,324,610	1,321,142	2,318,171
Pork	30,274,640	24,622,540	26,037,250
Mutton and lamb	5,669,933	8,157,969	6,706,771

Provision and Lard Markets

WEEKLY REVIEW

Market Active—Lard and Hogs at New Lows—Cash Trade Fairly Good—Hog Run Large—Lard Stocks Increasing.

While the market for hog products backed and filled, the tendency in lard futures continued downward, the market again sinking to new low ground for the season. The same situation was true in hogs. Commission house buying and profit taking served to give lard rallies at times but prices failed to hold. This was largely the result of hedge pressure from packers on the swells and a barely steady tone in the grain market.

While cash trade was fairly good, the downward trend was aggravated by the large hog marketings and the tendency toward increasing stocks of lard. The fact that lard is relatively cheaper than shortening appeared to have very little influence on the pure lard market, although there is little question but what shortening is suffering at the expense of lard under the present price situation. Some chain stores in New York are selling lard at 10c lb., asking 23c lb. for a very popular brand of shortening, and 25c lb. for another.

Hog receipts at western packing points last week were 751,600 head, against 686,900 head the previous week and 679,000 head the same week last year. The run, while continuing rather large this week, appeared to have been interrupted somewhat by the development of the first wintry weather conditions over the country.

Average weight of hogs received at Chicago last week was 233 lbs., compared with 230 lbs. the previous week, 238 lbs. a year ago, and 230 lbs. two years ago.

Average price of hogs at Chicago dropped to 3.80c at one time, a new low for the downward movement and the lowest price since 1899. It later recovered to 4c, only to react to 3.90c, compared with 3.90c a week ago, 7.35c a year ago, and 10.25c two years ago.

Lard Stocks Increase.

Lard stocks at Chicago, increased 8,995,000 lbs. during January, totaling 25,084,139 lbs., comparing with 16,089,070 lbs. a month ago, and 24,328,762 lbs. at the beginning of February last year.

Official exports of lard for the week ended January 23 totaled 14,661,000 lbs., Germany taking 2,795,000 lbs.; United Kingdom, 7,015,000 lbs.; Netherlands, 1,397,000 lbs.; other countries, 3,454,000 lbs. Exports the same week last year were 16,550,000 lbs. Lard exports January 1 to January 23, 1932, totaled 53,078,000 lbs., compared with 44,654,000 lbs. the same time last year.

The export outlook continued somewhat complicated the past week, but the outward movement thus far this year has been favorable as far as lard is concerned. Again this week there were persistent reports of the favorable prospects of an international agreement on German reparation payments.

Exports of hams and shoulders, including Wiltshires, for the week ended January 23 were 407,000 lbs., against

757,000 lbs. last year; bacon, including Cumberlands, 1,298,000 lbs., against 910,000 lbs.; pickled pork, 244,000 lbs., against 203,000 lbs.

PORK—The market was moderately active and about steady in the East. Mess was quoted at \$17.50 per barrel; family, \$19.00; fat backs, \$15.00@18.00 per barrel.

LARD—Demand was fair, but the market was barely steady with futures. At New York, prime western was quoted at 5.30@5.40c; middle western, 5.10@5.20c; New York City tierces, 5 @5½c; tubs, 5½c; refined continent, 5½c; South America, 6c; Brazil kegs, 6½c; shortening, car lots, 6@6½c; smaller lots, 6½@6¾c.

At Chicago, regular lard in round lots was quoted at 10c under March; loose lard, 70c under March; leaf lard, 95c under March.

See page 38 for later markets.

BEEF—Demand was fairly good in the East, and the market ruled steady. At New York, mess was nominally quoted; packet, nominal; family, \$15.00 @16.50 per barrel; extra India mess, nominal; No. 1 canned corned beef, \$2.00; No. 2, \$4.25; 6 lbs. South America, \$14.00; and pickled beef tongues, \$60.00@65.00 per barrel.

Meat and Lard Stocks

Stocks of meats on hand at the seven principal markets showed considerable increase during January, but total stocks are below those of a year ago. Lard stocks, however, are about 3,000,000 lbs. greater than at this time last year, having increased approximately 12,000,000 lbs. during the month.

Dry salt meats increased more than 10,000,000 lbs. and are 5,000,000 lbs. higher than those of February 1, 1931. Considerable increases were recorded both in bellies and fat backs, in the case of the latter the principal increase being in the lighter averages. Heavy averages of D. S. bellies, also, are rather scarce, the principal accumulation being in the light and medium weights.

There was some accumulation during the month in both regular and skinned hams but stocks are well below those of a year ago. Demand for hams has been strong, the increase in stocks be-

Hogs Show No Cutting Profit

Hog supplies at the principal markets this week were smaller than a week ago and were considerably under those of one and two years ago at this time. However, the weak trend in the fresh pork market during the first three days of the week and failure of the provision market to show strength had a depressing influence on live prices.

The average cost of hogs on Wednesday made a new low at \$3.75 but lighter runs than anticipated on Thursday resulted in some increase in price.

Hogs ranging in weight between 220 and 250 lbs. are considerably more plentiful at Chicago although relatively few well finished butchers weighed over 325 lbs. Most of the heavier hogs were well finished while many of those averaging below 220 lbs. lacked finish. Packing sows were scarce.

Both fresh and cured pork meats are moving into consumptive channels at low price levels accompanied by slow demand. As a result the cut-out value of hogs has been somewhat less satisfactory than a week ago.

The following test, worked out on the basis of live hog costs and green product prices at Chicago during the first four days of the week as shown in THE NATIONAL PROVISIONER DAILY MARKET SERVICE, indicates comparatively small losses per head on the lightest and heaviest averages shown, but no cutting profit on any averages. The test is based on well finished butcher hogs coming within weight ranges indicated.

The test is furnished merely as a guide to packers in working out their own tests, in which local yields, costs and credits are used.

	160 to 180 lbs.	180 to 220 lbs.	225 to 250 lbs.	275 to 300 lbs.
Regular hams	\$1.23	\$1.10	\$1.06	\$1.03
Picnics	.80	.29	.25	.23
Boston butts	.24	.24	.24	.24
Pork loins	.77	.68	.61	.52
Bellies, light	.84	.78	.40	.16
Bellies, heavy	....	....	.25	.49
Fat backs	....	.65	.16	.29
Plates and jowls	.06	.06	.06	.06
P. S. lard rend. wt.	.07	.06	.06	.06
Raw leaf	.58	.63	.56	.52
Spare ribs	.06	.07	.04	.04
Regular trimmings	.07	.06	.05	.05
Rough feet	.03	.03	.03	.03
Tails	.01	.01	.01	.01
Neck bones	.02	.02	.02	.02
Total cutting value (per 100 lbs. live wt.)	\$4.28	\$4.14	\$3.95	\$3.90
Total cutting yield	66.00%	68.00%	70.00%	71.00%
Crediting edible and inedible off to the totals the cost of well-finished live hogs of the results are secured:				
Loss per cwt.	\$.16	\$.25	\$.35	\$.12
Loss per hog	.27	.50	.83	.34

ing attributed largely to the accumulation of light averages due to the character of the hog runs.

Stocks of pickled bellies are larger than those of a month and a year ago, this product apparently feeling the influence of ham popularity. Picnics are in much the same position.

In view of the heavy hog runs and the curtailment in consumer demand, the position of packer stocks can be regarded as very good.

Stocks at Chicago, Kansas City, Omaha, St. Louis, East St. Louis, St. Joseph and Milwaukee, on January 31, 1932, with comparisons, as especially compiled by THE NATIONAL PROVISIONER:

	Jan. 31, 1932.	Dec. 31, 1931.	Jan. 31, 1931.
Total S. P. meats..	190,507,467	156,201,325	200,934,298
Total			
D. S. meats..	40,890,324	30,655,450	35,389,425
Total all meats..	252,111,242	204,672,070	257,434,456
P. S. lard.....	24,439,783	13,642,340	25,379,187
Other lard.....	12,309,047	11,243,187	8,567,063
Total lard.....	36,748,830	24,885,527	33,946,250
S. P. regular hams..	56,624,267	49,773,904	65,149,587
S. P. skinned hams..	52,470,041	39,463,445	50,389,951
S. P. bellies.....	55,212,795	46,100,446	51,352,506
S. P. picnics.....	25,894,789	20,482,016	24,592,036
D. S. bellies.....	30,223,721	23,637,251	20,306,855
D. S. fat backs..	9,396,417	6,027,485	14,038,073

CHICAGO PROVISION STOCKS.

Stocks of meat and lard on hand in Chicago at the close of business January 31, 1932, as reported by the Chicago Board of Trade, are as follows:

	Jan. 31, 1932.	Dec. 31, 1931.	Jan. 31, 1931.
All kinds of barreled pork, bris.	20,156	14,758	30,083
P. S. lard, made since Oct. 1, '31, lbs.	18,267,956	9,018,138	20,156,256
Other kinds of lard, lbs.	6,816,183	6,170,932	4,172,506
D. S. clear bellies, made since Oct. 1, '31, lbs.	11,346,153	7,970,906	6,365,052
D. S. clear bellies, made previous to Oct. 1, '31, lbs.	336,675	1,153,501	.....
D. S. rib bellies, made previous to Oct. 1, '31, lbs.	6,000	146,607	.....
D. S. rib bellies, made since Oct. 1, '31, lbs.	1,163,347	765,488	1,819,463
Extra short clear sides, made since Oct. 1, '31, lbs.	87,400	43,700	34,034
Extra short clear sides, made previous to Oct. 1, '31, lbs. ....	.....	36,000	.....
D. S. short fat backs, lbs.	2,655,750	1,998,768	5,654,005
D. S. shoulders, lbs.	79,941	7,000	.....
S. P. hams, lbs.	31,990,145	27,318,217	35,851,119
S. P. skinned hams, lbs.	21,818,837	16,227,813	28,188,070
S. P. bellies, lbs.	26,885,955	22,237,876	22,176,763
S. P. Boston shoulders, S. P. California picnics, lbs.	14,766,693	12,043,683	13,930,867
S. P. shoulders, lbs.	134,090	154,500	208,501
Other cuts of meats, lbs.	10,432,455	7,700,699	10,177,511
Total cut meats, lbs.	121,653,441	97,864,906	124,405,685

LARD AND GREASE EXPORTS.

Exports of lard from New York City, Jan. 1, 1932, to Jan. 31, 1932, totaled 28,294,037 lbs.; tallow, none; greases, 50,000 lbs.; stearine, 137,600 lbs.

Exports of lard from New York City, Feb. 1, 1932, to Feb. 3, 1932, totaled 2,450,736 lbs.; greases, 40,000 lbs.

MEAT TRADE IN JANUARY.

A good demand for cured and smoked hams, with some improvement in price, but a slow demand for practically all other meat products, featured the meat trade during January, according to a review of the live stock and meat situation issued by the Institute of American Meat Packers.

Fresh pork prices moved lower during the month. At the close of the period, loins and shoulders were selling at wholesale at prices lower than have prevailed for many years. In no other food products will the housewife's food dollar go farther than in the purchase of bacon or fresh pork.

The export demand for pork and pork products continued to be influenced by heavy production of pork on the Continent. In the United Kingdom there was some buying of American cut hams for shipment, at low prices. Prices of practically all cuts at the close of the month were considerably below parity with the American market. In the United Kingdom demand for lard already landed was fair, and, although prices were slightly lower than in December, they remained about on a parity with the Chicago market. There was also some buying of lard for future shipment.

On the Continent, there was very little buying of meats for shipment, and only small sales of product already landed. The demand for lard was irregular. On some days there were fairly good sales, but during the month as a whole the market was dull. A new duty has been imposed by Germany on butter and this may have a tendency to increase the use of pure lard, as well as oleo oil, neutral lard and similar products.

In the domestic market trade in hams was good and prices improved. Stocks of hams on hand at the close of January were lower than at the close of January in 1931. The price of picnics did not strengthen during the month, sales were not heavy, and stocks have increased. Bacon of all grades and weights sold at very low prices. The better grades of bacon are about 40 per cent below a year ago at wholesale, although some of the other grades have declined as much as 50 per cent. Lard at the present time is cheaper at wholesale than it has been since 1897. Demand for lard was somewhat better than in December and a larger amount of product moved into consumption. Although stocks of lard are somewhat heavier than at this time in 1931, they are not burdensome. Trade in dry salt meats was only fair. Plates, butts and fat backs moved into consumption only at very low prices.

Receipts of cattle at principal markets in January were somewhat lighter than receipts during the same month in 1931, but were considerably heavier than in December. A plentiful supply of cattle, coupled with mild weather prevailing over the greater part of the country, had a depressing effect throughout the entire month on the dressed beef trade.

Receipts of lambs at principal markets in January were heavier than in January a year ago and heavier than in December, 1931.

There was a fair demand for dressed lamb during the month. Prices rose

sharply during the first three weeks, but declined somewhat as the month closed. The wool market during January was firm and volume of sales was good. Trade in pickled skins was slow and the market declined somewhat.

PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended January 30, 1932:

	Week ended Jan. 30.	Prev. week.	Cor. week, 1931.
West. drsd. meats:			
Steers, carcasses	2,333	2,713	2,067
Cows, carcasses	759	821	676
Bulls, carcasses	204	236	233
Veals, carcasses	1,406	1,358	1,301
Lambs, carcasses	15,982	17,800	12,072
Mutton, carcasses	592	800	830
Pork, lbs.	574,421	596,497	615,313
Local slaughters:			
Cattle	1,572	2,236	1,400
Calves	2,500	2,576	2,111
Hogs	20,582	19,276	17,500
Sheep	7,417	7,779	5,409

BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats at Boston week ended Jan. 30, 1932:

	Week ended Jan. 30.	Prev. week.	Cor. week, 1931.
West. drsd. meats:			
Steers, carcasses	2,315	2,611	2,213
Cows, carcasses	1,800	1,773	1,583
Bulls, carcasses	42	30	46
Veals, carcasses	946	1,018	1,046
Lambs, carcasses	25,584	23,035	18,965
Mutton, carcasses	621	572	542
Pork, lbs.	586,634	598,262	599,475

PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ended January 30, 1932:

	Jan. 1 to Jan. 30, 1932.	Jan. 1 to Jan. 23, 1932.	Jan. 1 to Jan. 23, 1932.	Jan. 1 to Jan. 23, 1932.
	M lbs.	M lbs.	M lbs.	M lbs.
Total	79	302	407	1,365
To Belgium	16	278	329	979
United Kingdom .....	.....	.....	.....	.....
Other Europe	51	6	56	281
Cuba	12	18	22	102
Other countries .....	.....	.....	.....	.....
BACON INCLUDING CUMBERLANDS.				
Total	402	1,304	1,298	4,068
To Germany .....	.....	38	25	66
United Kingdom	58	683	1,064	2,996
Other Europe	20	82	6	119
Cuba	299	3	210	704
Other countries	25	498	3	121

PICKLED PORK.

	Jan. 1 to Jan. 30, 1932.	Jan. 1 to Jan. 23, 1932.	Jan. 1 to Jan. 23, 1932.	Jan. 1 to Jan. 23, 1932.
	M lbs.	M lbs.	M lbs.	M lbs.
Total	52	57	244	593
To United Kingdom	5	20	24	00
Other Europe .....	.....	4	1	24
Canada	25	24	205	307
Other countries	22	9	14	112

LARD.

	Jan. 1 to Jan. 30, 1932.	Jan. 1 to Jan. 23, 1932.	Jan. 1 to Jan. 23, 1932.	Jan. 1 to Jan. 23, 1932.
	M lbs.	M lbs.	M lbs.	M lbs.
Total	7,406	18,057	14,691	60,494
To Germany	1,306	3,436	2,795	17,865
Netherlands	910	1,147	1,397	4,917
United Kingdom	3,896	9,561	7,015	27,963
Other Europe	349	1,340	583	2,222
Cuba	765	1,217	590	2,910
Other countries	180	1,347	2,350	4,707

TOTAL EXPORTS BY PORTS.

	Week ended January 30, 1932.	Week ended January 30, 1932.	Week ended January 30, 1932.	Week ended January 30, 1932.
	Hams and shoulders, M lbs.	Pickled pork, M lbs.	Lard, M lbs.	
Total	79	402	52	7,406
Boston .....	.....	.....	8	110
Detroit .....	.....	24	.....	485
Port Huron	3	1	20	261
Key West	51	299	19	821
New Orleans	12	1	.....	424
New York	13	17	5	4,291
Philadelphia .....	.....	.....	.....	194
Baltimore .....	.....	.....	.....	800

DESTINATION OF EXPORTS.

	Exports to:	Hams and shoulders, M lbs.	Pickled pork, M lbs.	Lard, M lbs.
United Kingdom (total)	16	58	.....
Liverpool
Manchester	3	.....	.....
Glasgow
Other United Kingdom
Exports to:				
Germany (total)	1,806
Hamburg	1,345

Tallow and Grease Markets

WEEKLY REVIEW

TALLOW—The position of the tallow market in the East continued quiet and barely steady, with the indications pointing to the probabilities of further declines in the not distant future. Buyers continued to hold off the past week, particularly as far as nearby supplies were concerned. Some tallow was on the market, but there was little in the situation to encourage producers.

Some moderate trading was reported in extra tallow at New York at 2½c f.o.b., but the quantities appeared to be quite moderate. Intimations were that 200 drums had been sold at that figure. However, there were unconfirmed reports of offerings ½c under that price, and in some leading directions, it was stated that it would not be surprising were the next round lot business to pass below 2½c f.o.b. Consumers, on the other hand, were displaying some interest in deferred shipment, it was said, and most likely would pay the current market.

At New York, special was quoted at 2½c; extra, 2½c asked; edible, 3½c.

At Chicago, trade was rather slow in tallow, but selling pressure was light as stocks have been reduced materially within the past fortnight. At Chicago, edible was quoted at 4c; fancy, 3½c @ 3½c; prime packer, 3½c; No. 1, 2½c @ 2½c; No. 2, 2c.

There was no London auction this week. At Liverpool, Argentine beef tallow, January-February shipment, was 3d higher at 22s 6d, while Australian good mixed at Liverpool, January-February shipment was 1s 3d higher at 25s.

STEARINE—There was little or nothing doing in stearine at New York, with the market for oleo stearine at 4½c asked. Intimations were that that price could be shaded on firm bids. At Chicago, the market was quiet and about steady, with oleo quoted at 4c.

OLEO OIL—The market ruled rather quiet as far as trade was concerned, and the tone was barely steady. Extra New York was quoted at 6½c; prime, 5½c; lower grades, 5½c. At Chicago, the market was rather dull and barely steady, with extra quoted at 6½c.

See page 38 for later markets.

LARD OIL—Demand was hand-to-mouth, and the market was barely steady with raw materials. At New York, edible was quoted at 11c; extra winter, 8c; extra, 7½c; extra No. 1, 7½c; No. 1, 7½c; No. 2, 7c.

NEATSFOOT OIL—Demand was limited and more or less hand-to-mouth, but the tone continued fairly steady. Pure oil at New York was quoted at 9½c; extra, 7½c; No. 1, 7½c; cold test, 13c.

GREASES—The position in the grease market in the East continued much the same as that prevailing of late. Demand was rather sluggish, and the market, as a result, was barely steady. Consumers were holding off as far as possible, apparently being influenced by a barely steady tone in com-

peting quarters. Although showing some interest in deferred shipment they were displaying only a routine interest in nearby grease supplies. Producers were not inclined to press offerings, and the market, as a result, was more or less deadlocked.

At New York, superior house was quoted around 2½c; yellow and house, 2½c @ 2½c; A white, 2½c; B white, 2½c @ 2½c; choice white, 3½c nominal.

At Chicago, trade continued slow in the grease market, but selling pressure was limited, the liberal buying the past fortnight having reduced stocks materially. At Chicago, brown was quoted at 2c; yellow, 2½c; B white, 2½c; A white, 2½c; choice white, all hog, 2½c @ 2½c.

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, Feb. 3, 1932.

Trading has been very limited the past week generally in the East. Ground tankage is held at \$1.50 & 10c f.o.b. New York, at which price the last sale was made. Unground tankage is offered at \$1.25 & 10c f.o.b. New York, some sales having been made at \$1.15 & 10c and \$1.20 & 10c. Ground dried blood is moving rather slowly.

Foreign sulphate of ammonia is offered for shipment at \$19.00 per ton and up in bulk, which is considerably under domestic quotations. The fish factories at Chesapeake Bay, Va., have sold the balance of this year's production of dried fish scrap.

SOAP PRODUCED AND CONSUMED.

According to a survey of soap consumption made by Procter & Gamble the average per capita consumption in 1931 was 25 lbs., two and one-half pounds more than two years ago. European annual per capita consumption is placed at 4 lbs. The value of vegetable oils used in soap manufacture exceeded slightly the value of animal fats, tallow, grease, fish oil and similar products. Vegetable oils totaling 104,712,586 gals., valued at \$62,725,212 and animal fats and oils totaling 754,912,310 lbs. valued at \$61,735,884 were used in 1929 soap manufacture.

WOULD LOWER ALBUMEN DUTY.

An investigation looking toward a decrease in the duty on blood albumen has been requested of the United States Tariff Commission by Morningstar, Nicol, Inc., New York City. Light dried blood albumen now carries a duty of 12c per pound and dark blood albumen 6c per pound.

By-Products Markets

Chicago, Feb. 4, 1932.

Blood.

Market remains about unchanged. Offerings and inquiries negligible.

Unit Ammonia.

Ground and unground \$1.25 @ 1.50n

Digester Feed Tankage Materials.

Buyers are showing little interest. Market is quoted \$1.15 @ 1.25 nominal.

Unit Ammonia.

Unground, 11½ to 12% ammonia \$1.15 @ 1.25 & 10c
Unground, 6 to 8% ammonia 1.00 @ 1.15 & 10c
Liquid stick @ 1.00

Dry Rendered Tankage.

Cracklings continue in moderate demand. Offerings are light. Prices are quoted 30 @ 35c.

Hard pressed and exp. unground, per unit protein \$.30 @ .35
Soft prod. pork, ac. grease & quality, ton @ 30.50
Soft prod. beef, ac. grease & quality, ton @ 30.50

Packinghouse Feeds.

Product movement is small and trading seasonable. Slightly improved consumer demand is in evidence.

Per Ton.

Digester, tankage, meat meal \$ @ 25.00
Meat and bone scraps, 50% @ 25.00
Steam bone meal, special feeding, @ 25.00
Raw bone meal for feeding \$25.00 @ 30.00n

Fertilizer Materials.

Market is unchanged. Producers are offering at \$1.00 & 10c.

Unit Ammonia.

High grd. ground 10 @ 12% am. @ \$1.00 & 10c
Low grd., and ungr., 6-9% am. @ 1.00 & 10c
Bone tankage, ungd., low gd., per ton 12.00 @ 13.00
Hoof meal 1.15 @ 1.25n

Bone Meals (Fertilizer Grades).

Market shows no change. Producers are quoting at \$30.00.

Steam, ground, 3 & 50 @ 20.00
Steam, unground, 3 & 50 @ 13.00

Horns, Bones and Hoofs.

Per Ton.

Horns, according to grade \$30.00 @ 150.00
Mfg. shin bones 65.00 @ 110.00
Cattle hoofs 15.00 @ 15.00
Junk bones @ 12.00n

(Note—Foregoing prices are for mixed carloads of unsorted materials indicated above.)

Gelatine and Glue Stocks.

The market continued very quiet. Buying interest appears lacking.

Per Ton.

Kip stock \$20.00 @ 22.00
Hide trimmings (new style) 6.00 @ 8.00
Shinews, pizzles 10.00 @ 12.00
Horn piths 23.50 @ 24.00
Cattle jaws, skull and knuckles 21.50 @ 22.00
Calf stock 38.00 @ 40.00
Hillie trimmings (old style) 10.00 @ 12.00
Pig skin scraps and trim., per lb. 2½ @ 2½c

Animal Hair.

Market remains about unchanged. Some winter production is still to be disposed of.

Summer coll and field dried ¼ @ 1c
Processed, black winter, per lb. 4 @ 4½c
Processed, grey, winter, per lb. 3 @ 3½c
Cattle switches, each 1 @ 1½c

*According to count.

THE KENTUCKY CHEMICAL MFG. CO.

COVINGTON, KY., Opposite Cincinnati, Ohio

Buyers of Dry Rendered Tankage

(Cracklings)

PORK or BEEF, SOFT or HARD PRESSED

KENTUCKY MARGARINE BILL.

House Bill No. 8, to define oleomargarine and to prescribe regulations governing its manufacture, storage and sale has been introduced in the Kentucky legislature. The bill would provide, among other things, for the issuance of licenses to manufacturers and vendors on the payment of a fee.

The bill defines oleomargarine as follows: "All substances heretofore known as oleomargarine, oleo, oleomargarine oil, butterine, lardine, suine and neutral; all lard extracts and tallow extracts; and all mixtures and compounds of tallow, beef fat, suet, lard, lard oil, fish or fish oil, palm oil, vegetable oil, annatto and other coloring matter, intestinal fat, and offal fat if (1) made in imitation or semblance of butter, or (2) calculated or intended to be sold as butter or for butter, or (3) churned, emulsified, or mixed in cream, milk, water, or other liquid, and containing moisture in excess of one per centum, or salt in any quantity whatsoever."

The above section does not apply (1) to puff pastry, shortening not churned or emulsified in milk or cream, and having a melting point of one hundred and eighteen degrees Fahrenheit or more, nor (2) to any of the following containing condiments and spices: Salad dressing, mayonnaise dressing, or mayonnaise products, nor (3) to pharmaceutical preparations.

Every person who manufactures or sells oleomargarine, the bill provides, must make application for a license. The following license fees are provided: Manufacturers, \$5.00; wholesalers and jobbers, \$3.00; retail merchants, \$2.00; hotels where margarine is served, \$3.00; restaurant, \$2.00; lunch counter, \$1.00. A tax of 10c lb. is also provided for each pound of oleomargarine sold in the state.

MARGARINE MATERIALS USED.

Oleomargarine produced and materials used in manufacture during December, 1931, with comparisons:

Ingredients of uncolored margarine:	Dec. 1931. Lbs.	Dec. 1930. Lbs.
Butter	2,619	121,590
Cocoanut oil	13,905,706	16,205,762
Corn oil	6,595	280
Cottonseed oil	1,457,925	2,049,296
Derivative of glycerine	24,107	19,791
Lecithin	1,508	1,339
Milk	5,788,098	7,877,117
Mustard oil	1,000	1,000
Neutral lard	1,224,718	900,147
Oleo oil	1,373,927	2,804,920
Oleo stearine	334,558	464,144
Oleo stock	35,306	96,015
Palm oil	20,958	204,858
Peanut oil	389,726	497,981
Salt	1,519,649	2,325,243
Sesame oil	8,310	10,500
Soda (benzoate of)	8,310	8,425
Soya bean oil	1,040	299,044
Whale oil	451	.....
Total	26,063,165	35,944,300

Ingredients of colored margarine:	Dec. 1931. Lbs.	Dec. 1930. Lbs.
Butter	60	1,570
Cocoanut oil	121,033	285,213
Color	559	1,401
Cottonseed oil	72,067	128,789
Derivative of glycerine	28	87
Lecithin	.....	280,487
Milk	102,321	600
Mustard oil	62,338	104,568
Neutral lard	154,771	236,092
Oleo oil	5,185	10,907
Oleo stock	7,917	3,365
Palm oil	19,238	11,700
Peanut oil	8,570	11,800
Salt	43,628	94,684
Soda (benzoate of)	46	97
Soya bean oil	.....	365
Total	658,129	1,161,391
Grand total	26,721,294	35,105,691

COTTON SEED PRICE QUIZ.

Headquarters in the Federal Trade Commission's investigation of cottonseed prices moved to Washington, D. C., during the latter part of December, with a hearing held in the commission's offices on December 27. At this time the examiner received from members of the commission's staff a number of exhibits in the form of charts and reports which have been compiled to help clarify the mass of data gathered in the investigation. The National Cottonseed Products Association was represented at the hearing by general counsel Christie Benet and C. M. Denkins. The next hearing will be conducted in Washington on February 10, when it is expected that Mr. Benet will have additional data to present.

COTTON OIL CONVENTION.

Annual convention of the National Cottonseed Products Association will be held in New Orleans, La., on May 16 and 17, 1932, it was decided at a recent meeting of the executive committee. Headquarters will be in the Jung Hotel. The annual meeting of the rules committee will be held on May 13 and 14.

DEC. MARGARINE PRODUCTION.

Production of oleomargarine during December, 1931, as reported by margarine manufacturers to the U. S. Bureau of Internal Revenue, with comparisons for the same month last year, was as follows:

	Dec., 1931. Lbs.	Dec., 1930. Lbs.
Uncolored	22,636,989	28,066,303
Colored	336,042	902,489
Total	23,173,031	28,968,792

1931 MARGARINE SALES LESS.

Sales of both colored and uncolored oleomargarine during 1931 showed sharp declines from those of 1930, according to tax returns of the U. S. Bureau of Internal Revenue. Sales of margarine by months during 1931 with totals of the year compared with those of 1930 are reported as follows:

	Oleomargarine (colored) lbs.	Oleomargarine (uncolored) lbs.
January	388,910	26,848,356
February	195,184	19,556,200
March	238,806	19,324,208
April	207,368	16,942,768
May	123,026	15,339,608
June	141,042	13,039,300
July	108,898	9,180,300
August	168,976	16,312,600
September	177,788	19,321,200
October	301,700	23,060,152
November	342,378	22,406,000
December	286,564	22,544,704
Total 1931	2,681,820	224,011,456
Total 1930	10,286,941	311,062,284

DEC. MARGARINE EXPORTS.

Exports of oleomargarine from the United States during December, 1931, totaled 48,205 lbs., according to the U. S. Department of Agriculture, compared with 52,787 lbs. during the same month the previous year. Exports for 1931 totaled 546,741 lbs., compared with 691,895 lbs. during 1930.

Watch the "Wanted" and "For Sale" page for business opportunities and bargains in equipment.

VEGETABLE OIL MARKETS.

COCOANUT OIL—A fair inquiry featured the market the past week, and prices ruled rather steady. Copra was reported holding firmly. At New York, bulk was quoted at 3½c; tanks, 3¾c. At the Pacific Coast, nearby tanks were easier at 3¼c, and shipment tanks were quoted at 3¾c.

CORN OIL—Demand was reported very quiet, and the market was barely steady. Some reports had it that leading corn products interests' grindings were small at the moment. However, corn oil was quoted at 3¾c asked, f.o.b. mills.

SOYA BEAN OIL—The market was quiet and without particular change, with New York quoted at 3¾c. Sellers tanks, f.o.b. western mills, were quoted at 2¾c.

PALM OIL—Following a moderate business with consumers, demand again quieted, and the undertone was fairly steady, apparently influenced by unsteadiness in tallow. At New York, spot Nigre was quoted at 3¾c; shipment Nigre, 3.10c; spot Lagos, 3¾@4c; shipment Lagos, 3¾c; 12½ per cent acid for shipment, 3½c; 20 per cent softs, 3.45c; Benim and Port Harcourt, 3.40c.

PALM KERNEL OIL—Demand continued to rule rather quiet, but the market held steadily. Shipment oil at New York was quoted at 3.75c.

OLIVE OIL FOOTS—Consuming inquiry was fairly good, and the tone of the market was firmer. Spot and shipment foots at New York were quoted at 4½@5c.

RUBBERSEED OIL—Market nominal.

SESAME OIL—Market nominal.

PEANUT OIL—Demand was moderate and the market steady. Buyers' tanks, f.o.b. western mills, 4c.

MEMPHIS PRODUCTS MARKETS.

(Special Report to The National Provisioner.)

Memphis, Tenn., Feb. 3, 1932.

There were more deliveries this morning of cottonseed meal on February contracts. This had a weakening effect on the market, and prices declined. February sold at \$12.75, the lowest price so far on this decline. March sold at \$13.00 and May at \$13.25. The market appeared to be weak until the last call when prices were bid up slightly from the low. Holders of contracts of February seem to be inclined to back away from making deliveries. This is largely due to surplus of meal on hand at the present time and lack of demand. Price of cottonseed meal is again down at the \$13.00 level from which point it has reacted on all declines during the past 60 days.

Cotton seed market continued its downward course. February seed sold at \$10.50, establishing a new low price. March seed sold at \$11.50. Trading was reasonably active. There is a marked lack of demand at the present time, however. Buyers are unwilling to accept deliveries and are liquidating their holdings accordingly.

HULL OIL MARKETS.

Hull, England, Feb. 4, 1932. — (By Cable.)—Refined cottonseed oil, 22s 6d; Egyptian crude cottonseed oil, 20s 9d.

Vegetable Oil Markets

WEEKLY REVIEW

Trade Moderate—Prices Holding—Cash Demand Quiet—Crude Steady—Seed Movement Slow—Rains Continue South—Lard Weakness Against Bulges.

Developments in cottonseed oil futures on the New York Produce Exchange the past week were few and far between. Trade was fairly active for the period, and prices continued to hold with considerable stubbornness. The market moved over a narrow range, but refused to give any material ground to bearish news. On the other hand, there was an absence of any decisive constructive news within the market itself, and as a whole the continuance of an unfavorable competing position between lard and shortening, served to keep sentiment somewhat divided. As a result there was no disposition in evidence to increase commitments on either side, the professionals keeping close to shore.

At times there was switching from March to July and September, holders apparently getting as far away as possible. On the swells, offerings from the locals increased, but on the set-backs, there was a fairly good class of support which served to discourage professional selling pressure. Crude markets held very steadily, and with further rains in the South the latter served to keep down the pressure of seed. This furnished some support to the market in that hedging pressure continued almost entirely absent.

Compare Cheapness of Lard.

Stabilized condition of the market was regarded by some observers as due to the fact that the larger refiners and packers continue willing to absorb crude offerings at these levels, and carry the stocks mainly unhedged, notwithstanding unfavorable trade conditions. At times, there was discussion around the ring regarding 2½ lbs. of pure lard being available in the East for the cost of one pound of some of the popular brands of shortening.

It was argued that under such conditions a quiet cash trade and comparatively small oil distribution was more or less a certainty. However, the larger trade factors apparently are looking at the low prices prevailing for oil and calculating on the probabilities of a fairly good cut in the new crop acreage this year, prospects for a smaller cotton outturn and consequently a smaller oil crush.

That the lard situation promises to be disturbing for some little time to come appears to be shaping sentiment in professional quarters in the main. With the larger number of hogs in the country and a continuance of rather free marketing of live hogs by raisers, continued relative cheapness of lard is anticipated, as well as a building up of the stocks.

Chicago lard supplies during January increased 8,995,000 lbs., stocks totaling 25,084,139 lbs. at the beginning of the month, against 16,089,070 lbs. a

month ago and 24,328,762 lbs. at the beginning of February last year. As a result, there is more of a tendency to watch the lard situation closely. Surprisingly enough, lard went into new low ground for the season again this week, while hogs held around the season's low point without bringing about any pressure of consequence on cotton oil.

Crude Demand Moderate.

Reports from the South were to the effect that some stored seed was coming on the market but that the movement of freshly ginned seed was extremely light as a result of the persistent rainy weather for some time past.

In the Southeast and Valley, a moderate business in crude oil at 3¼c was reported, but that figure was rather persistently bid. Little was heard from Texas, and the market there was quoted nominally at 3¼c.

Under prevailing conditions it is rather difficult to work the future market out of its present rut. A fairly good sized long line had been built up in the late months through one quarter, regarded as speculative. This has furnished the market with support on the set-backs, but very little outside absorption has been apparent, which encourages local bearish opposition to the swells.

With the comparatively large available oil supplies and the outlook for plentiful lard supplies for the future, it is contended that some new development is necessary to give the market much of a price swing one way or the other. The recent stubbornness toward the declining tendency has created the impression in some circles that the market has, in the main, discounted the bearishness of the situation, while each day that passes brings the trade one day nearer to the end of the general business depression.

COTTONSEED OIL—Store oil stocks at New York are very light and demand is small. The market was about steady with futures. Southeast and Valley crude 3¼c sales and bid; Texas, unquoted.

Market transactions at New York:

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Feb. 4, 1932. — Dullness continues in cottonoil, with price tendency slightly lower. Three cents pound is generally bid for Texas; 3¼c for Valley, with a few sales a fraction higher. Prime bleachable is barely steady at 3.90c lb. loose New Orleans. Futures dull.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Feb. 4, 1932. — Crude cottonseed oil, 3¼c; forty-one per cent protein cottonseed meal, \$13.00; loose cottonseed hulls, \$1.00.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Feb. 4, 1932. — Prime cottonseed oil, 3.07½@3¼c; forty-three per cent meal, \$14.00; hulls, \$5.00; mill run linters, 1½@3c.



Many of the leading packers and wholesalers of the middle west, east, and south are selling Mistletoe. Let us refer you to some of them.

G. H. Hammond Company

Chicago, Illinois

HAMMOND'S
Mistletoe
MARGARINE

Friday, January 29, 1932.

	—Range—			—Closing—	
	Sales.	High.	Low.	Bid.	Asked.
Spot				420 a	....
Feb.				435 a	....
Mar.	21	441	441	444 a	448
May	4	458	453	458 a	....
July	6	470	469	470 a	....
Aug.				474 a	480
Sept.	37	476	476	479 a	482

Sales, including switches, 68 contracts. Southeast crude, $3\frac{1}{4}$ @ $3\frac{3}{4}$ c.

Saturday, January 30, 1932.

Spot				430 a	....
Feb.				431 a	450
Mar.				445 a	450
May	2	461	458	458 a	460
July				468 a	470
Aug.				470 a	477
Sept.	3	481	481	480 a	481

Sales, including switches, 5 contracts. Southeast crude, $3\frac{1}{4}$ c sales and bid.

Monday, February 1, 1932.

Spot				430 a	....
Feb.				430 a	....
Mar.				445 a	450
May				457 a	460
July	9	473	469	469 a	469
Aug.				470 a	480
Sept.				479 a	482

Sales, including switches, 9 contracts. Southeast crude, $3\frac{1}{4}$ c bid.

Tuesday, February 2, 1932.

Spot				400 a	....
Feb.				426 a	....
Mar.	1	445	445	442 a	446
May				454 a	458
July				405 a	469
Aug.				467 a	477
Sept.	3	481	480	477 a	480

Sales, including switches, 4 contracts. Southeast crude, $3\frac{1}{4}$ c bid.

Later markets on this page.

Wednesday, February 3, 1932.

Spot				400 a	....
Feb.				402 a	....
Mar.				439 a	444
May				452 a	455
July	3	465	464	464 a	....
Aug.				466 a	474
Sept.	5	475	474	473 a	477

Sales, including switches, 8 contracts. Southeast crude, $3\frac{1}{4}$ c nominal.

Thursday, February 4, 1932.

Spot				375 a	....
Mar.				437 a	442
May				450 a	451 a 453
July				462 a	462 a
Aug.				464 a	475
Sept.				475 a	472 a 475

CUBAN MEAT TO BRITAIN.

Arrangements have been made recently to export frozen beef from Cuba to Great Britain, according to a U. S. Department of Commerce report. The supervisor of the Cuban Meat Inspection Department expects that 200 head of frozen beef (about 130,000 lbs.) will be sent to the British Isles at once. Inspection arrangements are in conformity with British requirements. Although meat may not be exported regularly from Cuba to Great Britain, shipments may be made from time to time, when supply, price and inspection formalities are favorable, says the report.

The Week's Closing Markets

FRIDAY'S CLOSINGS

Provisions.

Hog products were steadier the latter part of the week, but within striking distance of season's lows particularly lard. Hedge pressure was lighter, the western hog run smaller than of late, and hog prices slightly better. Cash demand for product is fair, but speculative absorption is limited.

Cottonseed Oil.

Cotton oil is quiet and about steady. Cash trade is dull. Weather better in the South, but seed movement is slow. Crude is barely steady; Southeast, $3\frac{1}{4}$ c bid; Valley, $3\frac{1}{4}$ c bid; Texas, $3.07\frac{1}{2}$ c bid.

Quotations on bleachable cottonseed oil at New York Friday noon were: Feb., \$4.00 bid; Mar., \$4.35@4.39; May, \$4.47@4.50; July, \$4.60@4.63; Aug., \$4.63@4.70; Sept., \$4.70@4.73.

Quotations on prime summer yellow: Feb., \$3.75 bid; Mar., \$4.20@4.39; May, \$4.30@4.50; July, \$4.45@4.62; Aug., \$4.50@4.70; Sept., \$4.55@4.70.

Tallow.

Tallow, extra, $2\frac{1}{2}$ c asked.

Stearine.

Stearine, $4\frac{1}{2}$ c asked.

Friday's Lard Markets.

New York, Feb. 5, 1932. — Lard, prime western, \$5.25@5.55; middle western, \$5.10@5.20; city, 5c; refined continent, 5 $\frac{1}{2}$ c; South American, 5 $\frac{1}{2}$ c; Brazil kegs, 6 $\frac{1}{2}$ c; compound, 6 $\frac{1}{2}$ c.

Watch the Markets!

It's just as important to know the market when prices are low as when they are high.

It is vital to know the market when prices are fluctuating up or down.

The time seems near when market fluctuations upward can be looked for. In such times it is easy to buy or sell a car of product anywhere from $\frac{1}{2}$ c to 1c under the market.

A car sold at $\frac{1}{4}$ c under the market costs the seller \$37.50; at $\frac{1}{2}$ c under he loses \$75.00; at $\frac{3}{4}$ c under he loses \$112.50; at 1c under he loses \$150.00.

The same is true of BUYERS of carlot product. If they pay over the going market they stand to lose similar amounts.

THE NATIONAL PROVISIONER'S DAILY MARKET SERVICE gives an exact reflection of the market and the market price on each of the full trading days of the week.

Cost of this service for a whole year can be more than saved in a single carlot transaction made at $\frac{1}{2}$ c variation from actual market price.

Information furnished by THE DAILY MARKET SERVICE is vital to anyone handling meats on a carlot basis. For full information, write THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

BRITISH PROVISION MARKETS.

(Special Cable to The National Provisioner.)

Liverpool, Feb. 5, 1932.—Demand for A. C. hams has been fair; lard trade dull both on c.i.f. terms and out of consigned stocks; picnics and square shoulders inactive. General market quiet.

Friday's prices were as follows: Hams, American cut, 69s; hams, long cut, 72s; shoulders, square, none; picnics, none; short backs, 64s; bellies, clear, 52s; Canadian, 58s; Cumberlands, 46s; Wiltshires, none; spot lard, 45s.

EUROPEAN PROVISION CABLES.

Refined and prime steam lard prices at Hamburg were decreasing during the week ended January 30, according to cabled reports to the U. S. Department of Commerce. There was practically no change in other markets. The following were prevailing prices per 100 kilos: refined lard, \$14.375; prime steam lard, \$13.625. Receipts of lard for the week were 2,888 metric tons, 118 metric tons of which came from Denmark. Arrivals of hogs at 20 of Germany's most important markets were 88,000 at a top Berlin price of 9.30 cents a pound, compared with 84,000, at 11.90 cents a pound, for the same week of last year.

The Rotterdam market was dull. Endeavoring to keep prices up. Demand was poor. Prices per 100 kilos: extra oleo stock \$16.00; refined lard \$14.80. Other prices dull.

The market at Liverpool shows little alteration. Stocks light. Prices steady.

The total of pigs bought in Ireland for bacon curing was 28,000 for the week, as compared with 19,600 for the corresponding week of last year.

The estimated slaughter of Danish hogs for the week ended January 26, 1932, was 154,700, as compared with 141,000 for the corresponding week of last year.

LIVERPOOL PROVISION STOCKS.

On hand on February 1, 1932, with comparisons, estimated by Liverpool Trade Association:

	Feb. 1, 1932.	Jan. 1, 1931.	Feb. 1, 1931.
Bacon, lbs.	1,080,544	908,982	2,085,280
Hams, lbs.	417,648	772,800	892,338
Shoulders, lbs.	7,616	.....	112,112
Butter, lbs.	370,720	486,976	.....
Cheese, lbs.	1,323,036	1,804,544	.....
Lard, steam, trcs.	255	264	259
Lard, refined, tons.	609	490	494

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Feb. 5, 1932, show exports from that country were as follows: To the United Kingdom, 131,300 quarters; to the Continent, 7,160 quarters.

Exports of the previous week were as follows: To England, 82,092 quarters; to the Continent, 6,548 quarters.

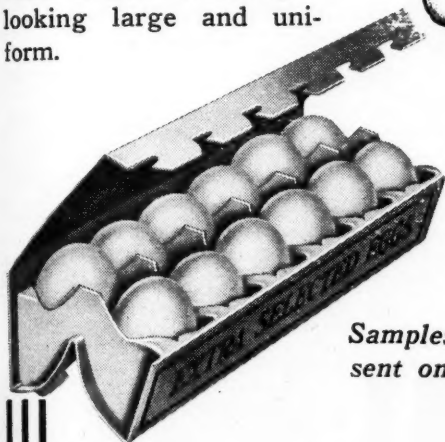
DANISH BACON EXPORTS.

Exports of Danish bacon for the week ended January 30, 1932, amounted to 8,856 metric tons, compared with 7,992 metric tons last week, and 7,507 metric tons for the same period last year.

THEY STAND OUT!

and INVITE PURCHASE

WHEN eggs look big—folks buy them. That is logical, and the progressive merchant wants this sales advantage. Give it to him by packing eggs in Self-Locking Cartons. Eggs do not nestle away—the low cut cells make them stand out boldly—looking large and uniform.



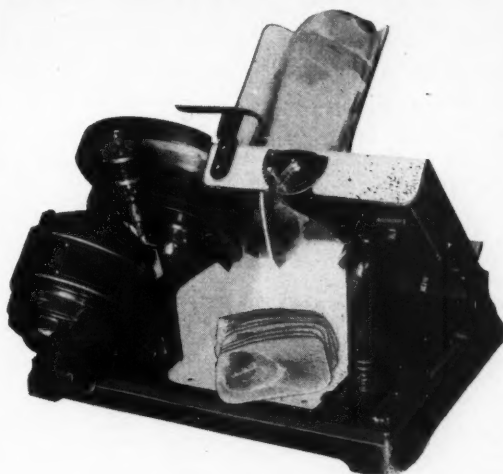
Samples gladly sent on request

Read the partial list of users below. They know the value of display.

A FEW USERS

Swift & Company	Armour and Company
Morris & Co.	Wilson & Co.
Cudahy Packing Co.	Bowman Dairy Co.
The National Tea Co.	Piggly-Wiggly Stores
Beatrice Creamery Co.	
The Fairmont Creamery Co.	
Kroger Grocery & Baking Co.	
Washington Cooperative Egg & Poultry Association	

SELF-LOCKING EGG CARTONS
Self-Locking Carton Co. 589 E. Illinois St., Chicago
PHONE SUPERIOR 3887
"THE BOX THAT SELLS THE EGGS"



Good Binding Qualities

ONE of the first essentials in an S. P. Ham for boiling is that it have good binding qualities. Factors which have a tendency to destroy adhesive properties and produce crumbling in the ham have been eliminated from the cure of OSCAR MAYER APPROVED S. P. HAMS. Therefore, finished products made from Approved S. P. Hams are firm and solid, and produce full slices.



Ten Factors that Guarantee Quality

- Good Selection
- Careful Trimming
- Laboratory Control
- Temperature Control
- Perfect Sanitation
- Mild Cure
- Uniformity
- Good Binding
- Accurate Grading
- Fine Flavor

Oscar Mayer & Co. specialize in the curing of S. P. hams and picnics, and dry-cured bellies. Address inquiries to Oscar Mayer & Co., Madison, Wisconsin.

OSCAR MAYER & CO.



MADISON
WISCONSIN



Live Stock Markets

CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Ill., Feb. 4, 1932.

CATTLE—Compared with a week ago: Most killing classes, 50c lower. Last week's inflated advance has been lost, and lower grade steers are at new low price levels. Shipper demand very narrow, and local killers weakened by sluggish dressed beef trade and unsatisfactory margins between live and dressed costs. These combined influences tended to semi-demoralize the general trade. Fat cows lowest in recent history, \$2.75@3.50 mostly; strictly grainfed offerings, \$4.00; light heifer and mixed yearlings, 50@75c lower; bulls, weak; vealers, 50c lower. It was largely a steer and yearling run. She stock was in excessive supply, demand considered. Extreme top fed steers, \$9.65; bulk, \$4.75@7.25, with average cost around \$6.25.

HOGS—Compared with one week ago: Market steady to 10c higher; pigs and light lights, 15@25c up; packing sows, 5@10c lower. Week's top, \$4.35, paid Monday; low top, \$4.10, paid Wednesday when average cost established new low for season; closing top, \$4.25. Bulk 170 to 210 lbs., \$4.10@4.20; bulk, 220 to 250 lbs., \$3.85@4.10; 260 to 320 lbs., \$3.70@3.80; good to choice 140 to 160 lbs., \$3.90@4.15; plain kinds, \$3.75 down; pigs, \$3.25@3.75; plain kinds, \$3.00 down; packing sows, \$3.25@3.40; smooth sorts, to \$3.50.

SHEEP—Compared with week ago: Killing classes mostly 50@75c higher, closing active at advance and at the highest point since middle October. Supply deficiency the principal bullish factor; closing bulks, highest for week, follow: Better grade lambs \$6.75@7.25, around 95-lb. weights making \$7.00; medium to good clipppers, \$6.00; unfin-

ished woolled lambs, \$6.00@6.25; throw-outs, \$5.00@5.50; fat ewes, \$3.00@4.00; outstanding fed westerns, \$4.50.

ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., Feb. 4, 1932.

CATTLE—Compared with a week ago: Vealers and low cutter cows, 25c lower; all other slaughter cattle, 50c lower. Top yearling steers scored \$7.00, with best matured steers \$6.75. Bulk all steers brought \$3.85@6.25; most good steers, \$6.00@6.50; most good mixed yearlings and heifers, \$5.00@5.75; medium fleshed descriptions, \$4.25@4.75. Best mixed yearlings reached \$6.25; top for straight heifers, \$6.00. Best cows scored \$3.75; bulk beef cows, \$2.50@3.00; low cutters, \$1.50@1.75. Top medium bulls brought \$3.00 today, with best vealers \$9.25.

HOGS—After recording uneven trade throughout the week, hog prices wound up 5@10c higher than last Thursday as marketings fell off. Top reached \$4.30, with bulk 140 to 250 lbs., \$3.85@4.20; heavies, down to \$3.60; sows, \$3.10@3.35.

SHEEP—Fat lambs advanced 50@75c during the period under review, packers paying up to \$6.75 late. Top reached \$7.00 to city butchers. Bulk of lambs finished at \$6.50@6.75; throw-outs, \$4.00@4.50; fat ewes, \$3.00 down.

KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kan., Feb. 4, 1932.

CATTLE—Increased supplies, most of which were shortfed offerings, reflected a weaker trend in the market, and closing values are unevenly 25@

75c lower, with kinds selling above \$5.00 showing most loss. Nothing choice was available and the week's top rested at \$8.75 on good 1,175-lb. fed steers. Best heavies and yearlings topped at \$8.50, while bulk of shortfeds cashed from \$4.00@6.50. Light yearlings, she stock and bulls closed at 25c to mostly 50c lower rates, while vealers held steady to weak levels, with the practical top at \$7.50.

HOGS—Some strength has been in evidence in the week's trade in hogs, and final values are 5 to 10c over last Thursday, with spots up more on underweights. The late top reached \$3.90 on choice 180- to 210-lb. weights, while bulk of the 170- to 240-lb. averages ranged from \$3.75@3.90. Desirable 250 to 325 lbs. sold from \$3.50@3.75 and 140 to 160 lbs. cleared within the same price spread. Packing sows lost a slight early advance, and the late bulk sold from \$2.90@3.25.

SHEEP—There was an active demand for fat lambs late in the week, and closing levels are 50@75c higher than a week previous. Fed woolled lambs reached \$6.75 on the close, which is the highest for the fed season and a new high level since October 15, 1931, when range offerings brought \$6.85. Most late arrivals sold from \$6.40@6.75. Texas clipppers were fairly numerous from \$4.85@5.25. Mature sheep held steady; fat ewes, \$3.00.

OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Neb., Feb. 4, 1932.

CATTLE—The unsatisfactory market for dressed beef was reflected in the market for beef on hoof, and during the week prices for fed steers and yearlings declined 25@75c, with medium weights and weighty steers off most. She stock is uneven, lower grade cows and heifers about steady, better grades 25c lower, with some beef cows off more. Vealers closed the week strong to 50c higher; practical top, \$7.50. The week's top price of \$10.25 was paid for a short load of choice 1,044-lb. steers.

HOGS—Unevenness featured hogs, the market showing a 15@25c advance on lightweights, with lights and mediums steady to 5c higher; heavies, steady; sows, steady to 10c higher. Pigs moved up 25@50c. Thursday's top held at \$3.75, with bulk good and choice 150- to 220-lb. weights, \$3.50@3.70; 220 to 250 lbs., \$3.45@3.65; 250 to 350 lbs., \$3.30@3.55; 140 lbs. and down, downward to \$3.25; sows, \$3.10@3.25; pigs, \$2.50@2.75; stags, \$2.50@3.00.

SHEEP—Broad demand from both shippers and packers resulted in an uneven advance on slaughter lambs, comparisons Thursday with Thursday being 50@75c higher. Matured sheep held steady. Thursday's bulk fed woolled lambs, good and choice grade, ranged \$6.00@6.75; good and choice ewes, \$2.00@3.00.

SIOUX CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., Feb. 4, 1932.

CATTLE—Light receipts aided sellers, but beef steers and yearling demand proved so indifferent that 25@50c declines appeared for the week. Good long yearlings and medium weight

Old Fashioned Safety

with

Modern Service

The Nation's Oldest and Largest
Livestock Buying Organization



Chicago, Ill.
Cincinnati, Ohio
Dayton, Ohio
Detroit, Mich.

Indianapolis, Ind.
Lafayette, Ind.
Louisville, Ky.

Montgomery, Ala.
Nashville, Tenn.
Omaha, Nebr.
Sioux City, Iowa

Service Department, 1315 H St., N. W., Washington, D. C.—
C. B. Heinemann, Mgr.

KENNETT MURRAY

LIVE STOCK BUYING ORGANIZATION

bees ranged up to \$7.25, and most shortfeds turned at \$4.25@6.00. Fat she stock declined fully 25c, cows bulked at \$2.75@3.50, and few heifers sold above \$5.50. Bulls and vealers remained unchanged. Most medium bulls turned at \$2.75@3.00, and choice vealers made \$6.50.

HOGS—Hogs finished the week on a firm basis following extreme dull markets early. Shippers paid the late top of \$3.75 for choice 200 lbs., and bulk of 160- to 240-lb. averages brought \$3.50@3.70, while most 250 to 300 lbs. earned \$3.40@3.55. Light lights ranged from \$3.00@3.60. Sows and pigs sold steady to easy. Sows bulked at \$3.00@3.15, and most pigs cashed at \$2.50@3.00.

SHEEP—Considerably lighter general receipts, coupled with firm dressed trade and active local shipper demand, boosted fat lamb prices 25@50c above a week ago. The late bulk of good to choice fat lambs moved to packers at \$6.40@6.50, with a \$6.75 shipper top. Medium and common grades sold chiefly \$5.75 down. Aged sheep trade changed little, as best fat handyweight ewes continued to bring up to \$3.00, with heavier and plainer kinds \$2.50 down.

ST. JOSEPH

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, Mo., Feb. 4, 1932.

CATTLE—The market rallied on steers and yearlings at mid-week after losing 50c the first two days. Prices finally stood about steady to 25c lower, with the loss chiefly on weighty cattle. Cows finished 25c lower, and bulls 25@50c off, with vealers and calves steady. Cows and bulls stood at the lowest point of the depression. Good eight month's fed yearlings, weight 973 lbs., brought \$8.00 as top; bulk steers and yearlings, \$4.25@6.00, with a sprinkling of plainest kinds \$3.50@4.00. Light mixed and heifer yearlings sold mostly at \$3.50@5.25; most beef cows, \$2.50@3.25; top, \$4.00; cutter grades, \$1.50@2.50; bulls, mainly \$2.25@2.75; top vealers, \$7.50; calves, \$3.50@4.50.

HOGS—A new low average price of \$3.47 on Wednesday and also a new low weekly figure at \$3.55 last week show the present position of the hog market. January average price likewise set a new low for any month, figuring \$3.69 against \$7.44 last January and \$9.50 two years ago. Top today was \$3.85; bulk hogs, 160 to 250 lbs., \$3.65@3.85; a few light lights, \$3.25@3.65; 260 to 400 lbs., \$3.25@3.60; sows, \$2.90@3.00.

SHEEP—A new season's peak in the lamb market was made today at \$6.85, being highest since mid-October. Bulk westerns today, \$6.50@6.85; some Texas \$6.25@6.40. Prices are 50@60c higher than a week ago, and \$1.75@1.85 above the December low. A few fat ewes brought \$3.00; none available at the best time.

ST. PAUL

(By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.)

So. St. Paul, Minn., Feb. 3, 1932.

CATTLE—Inbetween and better grades of slaughter steers and yearlings, as well as fat she stock, have shown some declines this week, with all buyers extremely indifferent toward supplies. Much of the steer and yearling crop sold at \$4.00@5.00; a few loads of fairly fleshy kinds, \$5.25@5.85; common grades, \$3.00@4.00. Beef cows have sold at \$2.50@3.25; odd lots, \$3.50 and up; cutters and low cutters, \$1.50@2.25; butcher heifers, \$3.00@4.25; fed yearlings, \$4.50@5.25; bulk bulls, \$2.50@3.00; medium to choice vealers, \$5.50@8.50.

HOGS—Hog prices advanced 15@25c on Monday, but have since lost the early advance. Bulk better 160 to 220 lbs. are now selling at \$3.60@3.65; 220 to 260 lbs., \$3.40@3.60; heavier weights, \$3.25@3.40; sows, largely \$3.00; bulk pigs, \$3.00; 130 to 160 lbs., \$3.00@3.65.

SHEEP—Better grade slaughter lambs have sold this week at \$5.75@6.25; medium grades, \$4.50@5.00; common throwouts, \$3.50@4.00; slaughter ewes, \$1.50@3.00.

RECEIPTS AT CHIEF CENTERS.

Combined receipts at principal markets, week ended Jan. 30, 1932:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended Jan. 30.....	166,000	835,000	358,000
Previous week	174,000	738,000	368,000
1931	167,000	743,000	352,000
1930	201,000	876,000	337,000
1929	188,000	813,000	309,000
1928	217,000	952,000	286,000
Hogs at 11 markets:	Cattle.	Hogs.	Sheep.
Week ended Jan. 30.....	129,000	682,000	295,000
Previous week	129,000	608,000	303,000
1931	131,000	608,000	281,000
1930	149,000	710,000	298,000
1929	144,000	617,000	228,000
1928	160,000	729,000	213,000
At 7 markets:	Cattle.	Hogs.	Sheep.
Week ended Jan. 30.....	129,000	682,000	295,000
Previous week	129,000	608,000	303,000
1931	131,000	608,000	281,000
1930	149,000	710,000	298,000
1929	144,000	617,000	228,000
1928	160,000	729,000	213,000

CORN BELT DIRECT TRADING.

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., Feb. 4, 1932.

Storm conditions held down week-end hog receipts at 21 concentration points and 7 packing plants in Iowa and Minnesota, but receipts were unusually heavy after Monday and prices declined to new low levels for the season. Packers bought conservatively, and trading was slow even at the decline. Late bulk of 170- to 230-lb. weights, \$3.35@3.65, long haul carloads occasionally higher; 230- to 260-lb. weights, \$3.20@3.60; big weight butchers, down to \$3.00; packing sows, \$2.65@3.00.

Receipts of hogs unloaded daily at these 21 concentration yards and 7 packing plants, week ended Feb. 4:

	This week.	Last week.
Friday, Jan. 29.....	46,600	23,000
Saturday, Jan. 30.....	24,200	25,200
Monday, Feb. 1.....	32,200	87,000
Tuesday, Feb. 2.....	32,000	29,500
Wednesday, Feb. 3.....	53,300	39,200
Thursday, Feb. 4.....	36,800	39,500

Unless otherwise noted, price quotations are based on transactions covering deliveries showing neither excessive weight shrinkage, nor excessive fills.

FEWER HOGS IN JANUARY.

Hog receipts in January at the 11 principal markets totaled 2,942,000 head, compared with 3,163,000 last January and 3,187,000 in January, 1929. With three exceptions the receipts for the month just ended were the smallest for January since 1915.

At Chicago, receipts at 889,738 were the smallest for January since 1927 and compare with 1,054,265 last January and 965,682 in January, 1929. With two exceptions they were the smallest for the month at this market since 1914. The average weight of hogs received at Chicago was 236 lbs. compared with 231 last January, 230 in 1929, 229 in 1928 and 233 lbs. in January, 1927. The average price at Chicago was \$4.00.

At Omaha, receipts at 476,400 were the largest of record for January. The average weight was 231 lbs. compared with 226 lbs. in December, 252 lbs. last January and 247 lbs. in January, 1930. The top price for the month was \$4.40 compared with \$8.00 last year.

Kansas City receipts at 122,158 were the smallest in ten years. The average weight was heavier at 225 lbs., comparing with 217 lbs. in December, 221 lbs. last January and 207 lbs. in January, 1930. The top price for the month was \$4.50, made on lightweights.

FELIX GEHRMANN

Long Distance Phone
YARDS 0037

Private Wires to Clearing
House Floor and
Hog Alley

Commission Buyer of Live Stock

Room 606—Exchange Bldg., Union Stock Yards
Chicago, Illinois

Information furnished
regarding trading in
contracts for future
delivery, upon request

J. W. MURPHY CO.

Order Buyers
HOGS ONLY

Utility and Cross Cyphers
Reference any Omaha Bank

Union Stock Yards

Omaha, Nebr.

Order Buyers of Live Stock

McMurray-Johnston, Inc.

Indianapolis
Indiana

Ft. Wayne
Indiana

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, January 30, 1932, with comparisons, are reported to THE NATIONAL PROVISIONER as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	4,060	5,615	12,796
Cudahy Pkg. Co.	4,514	4,067	25,628
Wilson & Co.	2,597	5,062	10,377
Morris & Co.	1,908	3,061	8,842
Anglo-Amer. Prov. Co.	2,130	1,527	...
G. H. Hammond Co.	414	2,137	...
Libby, McNeill & Libby.	1,403	...	...
Shippers	10,931	41,725	29,388
Others	10,088	55,330	11,625
Brennan Pkg. Co., 6,996 hogs; Independent Pkg. Co., 1,634 hogs; Boyd, Lunham & Co., 1,719 hogs; Hygrade Food Products Corp., 6,599 hogs; Agar Pkg. Co., 8,807 hogs.			
Total	38,063	142,250	144,259
Not including 380 cattle, 2,017 calves, 92,057 hogs and 42,165 sheep bought direct.			

KANSAS CITY.

	Cattle.	Hogs.	Sheep.
Armour and Co.	2,718	4,415	5,490
Cudahy Pkg. Co.	2,932	3,199	8,530
Fowler Pkg. Co.	412	...	...
Morris & Co.	2,479	2,290	4,188
Swift & Co.	3,065	16,139	8,026
Wilson & Co.	3,182	3,783	6,993
Others	920	894	80
Total	15,068	30,690	33,116

OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour and Co.	4,685	35,451	13,371
Cudahy Pkg. Co.	4,345	22,590	14,188
Dold Pkg. Co.	891	11,394	...
Morris & Co.	1,331	881	5,064
Swift & Co.	4,618	19,049	18,464
Others	...	...	44,171
Eagle Pkg. Co., 1 cattle; Geo. Hoffman Pkg. Co., 30 cattle; Mayerowich Pkg. Co., 3 cattle; Omaha Pkg. Co., 82 cattle; J. Roth & Sons, 54 cattle; So. Omaha Pkg. Co., 8 cattle; Lincoln Pkg. Co., 172 cattle; Eagle Pkg. Co., 38 cattle; Sinclair Pkg. Co., 292 cattle; Wilson & Co., 189 cattle.			
Total	16,748	133,506	51,087

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,517	980	2,795	3,244
Swift & Co.	1,267	1,479	2,868	3,625
Morris & Co.	638	317	...	689
East Side Pkg. Co.	728	...	2,010	692
American Pkg. Co.	17	60	2,371	179
Hell Pkg. Co.	...	...	282	...
Krey Pkg. Co.	124	32	4,624	147
Siebold Pkg. Co.	2,224	375	29,512	912
Others	...	...	1,612	...
Shippers	3,596	2,792	21,703	1,079
Total	10,131	6,035	68,647	10,457
Not including 1,779 cattle, 1,706 calves, and 713 sheep bought direct.				

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,791	628	14,999	16,342
Armour and Co.	3,063	614	13,698	8,564
Others	1,201	11	9,247	1,198
Total	7,055	1,253	37,854	26,194

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,056	259	26,498	6,178
Armour and Co.	2,133	273	24,120	5,353
Swift & Co.	1,719	271	13,342	3,655
Smith Bros.	4	...	...	...
Shippers	1,883	...	26,680	2,097
Others	206	4	19	...
Total	8,001	807	90,659	17,283

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,822	360	2,358	462
Wilson & Co.	1,845	352	2,394	497
Others	88	43	562	...
Total	3,755	775	5,314	929
Not including 33 cattle, 2,883 hogs, and 100 sheep bought direct.				

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	763	330	2,544	2,006
Dold Pkg. Co.	420	13	1,874	47
Wichita D. B. Co.	23	...	...	...
Dunn-Ostergaard	62	...	39	...
Keefe-Le Sturgeon.	8	...	...	...
Fred W. Dold	85	...	560	...
Total	1,361	343	5,017	2,065

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	517	148	5,475	11,273
Armour and Co.	456	162	4,920	10,556
Others	742	137	4,395	5,568
Total	1,715	447	14,790	27,396

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,286	4,139	17,790	6,346
Cudahy Pkg. Co.	374	1,326	...	...
Swift & Co.	2,900	6,340	25,770	8,109
United Pkg. Co.	1,919	58	...	...
Others	605	22	38,755	4,069
Total	7,793	11,894	82,255	18,485

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,322	7,322	7,418	1,368
Swift & Co., Balt.	...	...	379	...
U. D. B. Co., N. Y.	18	...	...	...
The Layton Co.	...	...	911	...
R. Gunz & Co.	82	3	108	38
Armour & Co., Mil.	516	3,642	...	...
N.Y.B.D.M. Co., N.Y.	40	...	...	...
Korkran, Hill, Balt.	...	...	387	...
Others	346	232	139	122
Shippers	72	18	54	2
Total	2,396	11,217	9,396	1,530

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co.	1,256	620	13,528	1,146
Armour and Co.	421	138	1,597	54
Indianapolis Abt. Co.	263	35	1,537	23
Higdonier Bros.	...	...	1,558	...
Brown Bros.	110	14	101	15
Stumpf Bros.	...	...	99	...
Schusler Pkg. Co.	25	...	259	...
Riverview Pkg. Co.	29	...	75	6
Meier Pkg. Co.	180	...	350	...
Indiana Prov. Co.	36	17	205	...
Maas Hartman Co.	17	14	...	8
Art Wabnitz	13	54	...	42
Hoosier Abt. Co.	30	...	...	...
Shippers	627	1,707	6,906	5,000
Others	458	167	1,827	150
Total	3,470	2,766	28,045	7,219

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Sons.	...	6	...	187
Ideal Pkg. Co.	...	8	750	...
E. Kahn's Sons Co.	1,075	249	7,217	1,367
Kroger G. & B. Co.	104	123	670	...
Lehre Pkg. Co.	4	...	160	...
H. H. Meyer Pkg. Co.	...	...	2,954	...
A. Sander Pkg. Co.	3	...	941	...
J. Schlachter's Sons.	85	85	...	80
J. & F. Schroth Co.	...	...	3,062	...
John F. Stegner	154	...	...	...
Others	695	450	786	492
Shippers	171	406	1,250	...
Total	2,276	1,555	17,790	2,195
Not including 1,046 cattle, 104 calves, 12,919 hogs, and 923 sheep bought direct.				

RECAPITULATION.

Recapitulation of packers' purchases by markets for week ended Jan. 30, 1932, with comparisons:

	Week ended Jan. 30.	Prev. week.	Cor. week, 1931.
Chicago	38,063	31,910	16,996
Kansas City	15,068	13,760	14,440
Omaha	16,748	15,390	15,948
St. Louis	10,131	10,973	16,949
St. Joseph	7,025	5,805	6,923
Sioux City	8,001	7,884	9,576
Oklahoma City	3,755	2,353	2,598
Wichita	1,361	1,281	1,756
Denver	1,715	2,238	1,963
St. Paul	7,793	8,884	8,903
Milwaukee	2,396	2,838	2,833
Indianapolis	3,470	3,545	3,858
Cincinnati	2,276	2,374	3,902
Total	111,432	109,281	106,064

HOGS.

	Week ended Jan. 30.	Prev. week.	Cor. week, 1931.
Chicago	144,259	151,176	87,130
Kansas City	30,690	19,281	23,231
Omaha	133,506	120,539	107,062
St. Louis	108,647	56,333	99,585
St. Joseph	37,854	25,232	30,992
Sioux City	90,659	79,991	81,411
Oklahoma City	5,314	3,769	6,456
Wichita	5,017	4,392	9,231
Denver	14,790	10,929	13,394
St. Paul	82,255	91,164	70,350
Milwaukee	9,396	11,790	9,600
Indianapolis	28,045	26,052	28,844
Cincinnati	17,790	16,764	25,285
Total	608,222	617,412	592,392

SHEEP.

	Week ended Jan. 30.	Prev. week.	Cor. week, 1931.
Chicago	99,656	94,550	46,817
Kansas City	33,116	35,847	28,922
Omaha	53,057	50,421	45,090
St. Louis	10,467	11,885	5,833
St. Joseph	26,194	19,721	22,652
Sioux City	17,283	10,984	28,246
Oklahoma City	929	1,723	857
Wichita	2,065	1,510	1,371
Denver	27,396	28,659	10,942
St. Paul	18,485	20,884	26,514
Milwaukee	1,530	1,270	772
Indianapolis	7,219	10,004	8,466
Cincinnati	2,195	1,885	2,706
Total	297,005	268,940	229,797

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods are reported as follows:

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Jan. 25	13,743	1,659	69,017	12,625
Tues., Jan. 26	5,734	2,365	37,798	27,254
Wed., Jan. 27	9,235	1,942	26,990	20,406
Thurs., Jan. 28	7,365	1,916	41,484	14,481
Fri., Jan. 29	1,928	523	37,623	22,040
Sat., Jan. 30	200	100	15,063	4,000
This week	38,195	8,505	230,822	100,814
Previous week	36,642	8,077	211,905	94,701
Year ago	35,152	9,187	213,498	76,621
Two years ago	42,850	11,741	240,064	70,181

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Jan. 25	3,853	256	13,127	4,830
Tues., Jan. 26	2,088	439	7,347	9,225
Wed., Jan. 27	3,211	192	3,313	4,862
Thurs., Jan. 28	2,069	252	4,835	4,006
Fri., Jan. 29	757	87	9,181	6,123
Sat., Jan. 30	100	...	2,000	2,000
This week	12,078	1,226	39,753	31,585
Previous week	12,993	906	43,068	27,734
Year ago	11,725	367	48,158	26,520
Two years ago	14,840	377	61,686	21,065

Total receipts for month and year to January 30, with comparisons:

	1932.	Year.
Cattle	174,754	168,273
Calves	35,752	38,782
Hogs	882,449	1,054,265
Sheep	445,070	346,392

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Calves.	Hogs.	Sheep.	Lambs.
Week ended Jan. 30	\$6.63	\$3.85	\$2.35	\$6.00	...
Previous week	6.45	4.00	2.25	5.50	...
1931	9.30	4.75	3.75	8.45	...
1930	12.50	10.10	5.80	12.30	...
1929	12.00	9.40	8.50	16.00	...
1928	13.80	8.20	6.75	13.50	...
1927	10.40	12.20	6.90	12.75	...

Av. 1927-1931 \$11.60 \$9.45 \$6.35 \$12.75

SUPPLIES FOR CHICAGO PACKERS.

Net supplies of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ended Jan. 30	26,100	191,600	70,200
Previous week	23,649	168,837	66,967
1931	25,927	165,340	56,111
1930	28,010	178,118	53,115
1929	30,558	168,097	49,420
1928	32,707	192,308	56,896

*Saturday, Jan. 30, estimated.

HOG RECEIPTS, WEIGHTS, PRICES.

Receipts, average weights and top and average prices of hogs, with comparisons:

	No. Rec'd.	Avg. Wgt.	Prices—Top.	Avg.
*Week ended Jan. 30	230,800	233	\$4.30	\$3.85

LIVESTOCK PRICES AT LEADING MARKETS.

Livestock prices at five leading Western markets Thursday, Feb. 4, 1932:

Hogs (Soft or oily hogs and roasting pigs excluded):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Lt. lt. (140-160 lbs.) gd.-ch.....	\$ 3.85@ 4.15	\$ 3.90@ 4.20	\$ 3.25@ 3.65	\$ 3.40@ 3.80	\$ 3.25@ 3.80
Lt. wt. (160-180 lbs.) gd.-ch.....	4.00@ 4.25	4.10@ 4.25	3.50@ 3.70	3.60@ 3.90	3.70@ 3.80
(180-200 lbs.) gd.-ch.....	4.10@ 4.25	4.15@ 4.25	3.55@ 3.75	3.65@ 3.90	3.70@ 3.80
Med. wt. (200-220 lbs.) gd.-ch.....	4.00@ 4.25	4.00@ 4.25	3.55@ 3.75	3.65@ 3.90	3.70@ 3.80
(220-250 lbs.) gd.-ch.....	3.80@ 4.15	3.80@ 4.15	3.50@ 3.70	3.65@ 3.85	3.50@ 3.70
Hvy. wt. (250-280 lbs.) gd.-ch.....	3.70@ 3.90	3.75@ 3.90	3.40@ 3.60	3.60@ 3.75	3.35@ 3.60
(280-350 lbs.) gd.-ch.....	3.60@ 3.75	3.60@ 3.80	3.30@ 3.45	3.45@ 3.65	3.25@ 3.50
Pkg. sows (275-500 lbs.) med.-ch.....	3.25@ 3.50	3.10@ 3.35	3.10@ 3.25	2.85@ 3.25	2.85@ 3.10
St. Joseph (100-130 lbs.) gd.-ch.....	3.25@ 3.75	3.25@ 3.90	2.75@ 3.25	3.00@ 3.25	3.00@ 3.25
Av. cost & wt. Thurs. (pigs excl.)	3.75-237 lbs.	3.86-216 lbs.	3.40-220 lbs.	3.60-241 lbs.	

Slaughter Cattle and Calves:

STEERS (600-900 LBS.):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Choice.....	9.00@ 9.75		9.00@ 9.75		8.25@ 9.25
Good.....	8.75@ 9.00	8.75@ 9.00	8.75@ 8.75	8.75@ 8.75	8.50@ 8.25
Medium.....	5.00@ 6.75	4.00@ 5.75	4.00@ 5.75	4.00@ 5.75	4.00@ 5.50
Common.....	3.50@ 5.00	3.25@ 4.00	2.75@ 4.00	3.25@ 4.00	3.00@ 4.00
STEERS (900-1,100 LBS.):					
Choice.....	9.00@ 9.75		8.50@ 9.75		8.25@ 9.25
Good.....	8.75@ 9.00	8.75@ 9.00	8.75@ 9.00	8.75@ 8.75	8.50@ 8.25
Medium.....	5.00@ 6.75	4.00@ 5.75	4.00@ 5.75	4.00@ 5.75	4.00@ 5.50
Common.....	3.50@ 5.00	3.25@ 4.25	2.75@ 4.00	3.25@ 4.00	3.00@ 4.00

STEERS (1,100-1,300 LBS.):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Choice.....	9.00@ 9.75		8.50@ 9.50		8.00@ 9.25
Good.....	8.75@ 9.00	8.75@ 9.00	8.75@ 8.75	8.75@ 8.50	8.50@ 8.00
Medium.....	5.00@ 6.75	4.25@ 5.75	4.00@ 5.75	4.00@ 5.75	4.00@ 5.50

STEERS (1,300-1,500 LBS.):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Choice.....	9.00@ 9.75		8.50@ 9.50		8.00@ 9.25
Good.....	8.75@ 9.00	8.75@ 9.00	8.75@ 8.50	8.75@ 8.25	8.50@ 8.00

HEIFERS (550-850 LBS.):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Choice.....	5.75@ 6.50	6.00@ 7.00	5.50@ 6.50	6.00@ 7.00	5.25@ 6.25
Good.....	5.00@ 5.75	5.00@ 6.00	4.50@ 5.50	5.00@ 6.25	4.50@ 5.25
Medium.....	4.00@ 5.00	4.25@ 5.00	3.50@ 4.50	3.25@ 4.50	3.75@ 4.50
Common.....	3.00@ 4.00	3.50@ 4.25	2.75@ 3.50	2.50@ 3.25	2.75@ 3.75

COWS:	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Choice.....	3.50@ 4.00	3.50@ 4.00	3.75@ 4.25	3.50@ 4.00	3.50@ 4.00
Good.....	3.00@ 3.50	3.00@ 3.50	3.25@ 3.75	3.00@ 3.50	3.00@ 3.50
Com.-med.....	2.50@ 3.00	2.50@ 3.00	2.50@ 3.25	2.50@ 3.00	2.50@ 3.00
Low cutter and cutter.....	1.50@ 2.50	1.25@ 2.50	1.50@ 2.50	1.50@ 2.50	1.50@ 2.50

BULLS (YRLS. EX. BEEF):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Gd.-ch.....	3.00@ 4.00	3.10@ 3.75	2.75@ 3.75	2.75@ 3.50	3.00@ 3.50
Cut.-med.....	2.50@ 3.05	2.25@ 3.10	2.25@ 3.00	2.00@ 2.75	2.00@ 3.25

VEALERS (MILK-FED):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Gd.-ch.....	7.50@ 9.00	7.75@ 9.25	6.50@ 8.00	6.00@ 8.00	6.00@ 8.50
Medium.....	6.50@ 7.50	6.25@ 7.75	5.50@ 6.50	5.00@ 6.00	5.00@ 6.00
Cut.-com.....	4.00@ 6.50	3.00@ 5.25	2.50@ 5.00	3.00@ 4.50	3.00@ 5.00

CALVES (250-500 LBS.):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Gd.-ch.....	4.50@ 5.50	4.50@ 6.50	4.00@ 5.00	4.00@ 5.50	3.50@ 5.00
Com.-med.....	3.00@ 4.50	3.00@ 4.50	2.50@ 4.00	2.50@ 4.00	2.50@ 3.50

Slaughter Sheep and Lambs:	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
LAMBS:					
(90 lbs. down)—Gd.-ch.....	6.50@ 7.25	6.25@ 7.00	6.00@ 6.50	5.75@ 6.65	5.50@ 6.50
Medium.....	5.50@ 6.50	5.00@ 6.25	5.25@ 6.00	4.75@ 5.75	4.50@ 6.00
(All weights)—Common.....	4.50@ 5.50	3.75@ 5.00	4.25@ 5.25	3.75@ 4.75	3.50@ 4.50

YEARLING WETHERS:	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
(90-110 lbs.)—Med.-ch.....	4.25@ 5.75	3.50@ 5.25	3.50@ 4.75	3.75@ 5.25	3.00@ 4.75

EWES:	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
(90-120 lbs.)—Med.-ch.....	3.00@ 4.25	1.75@ 3.00	2.00@ 3.00	2.00@ 3.00	2.25@ 3.00
(120-150 lbs.)—Med.-ch.....	2.50@ 4.00	1.75@ 2.75	1.75@ 2.75	1.75@ 2.75	1.50@ 2.75
(All weights)—Cul.-com.....	1.75@ 3.00	1.00@ 1.75	1.00@ 2.00	1.00@ 2.00	1.00@ 2.25

SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at 14 centers for the week ended January 30, 1932, with comparisons:

CATTLE.

	Week ended Jan. 30.	Prev. week.	Cor. week, 1931.
Chicago.....	27,501	24,174	16,966
Kansas City.....	15,698	13,760	14,561
Omaha.....	16,121	14,974	14,640
St. Louis.....	6,533	6,811	8,497
St. Joseph.....	7,150	5,230	5,736
Sioux City.....	6,740	7,833	
Wichita.....	1,704	1,697	2,273
Fort Worth.....	5,472	5,343	4,766
Philadelphia.....	1,572	2,236	1,400
Indianapolis.....	1,533	1,352	1,767
New York & Jersey City.....	8,041	7,888	8,400
Oklahoma City.....	4,563	2,891	3,511
Cincinnati.....	2,698	3,058	3,110
Denver.....	1,021	2,061	1,965
Total.....	106,378	90,408	87,582

HOGS.

	Week ended Jan. 30.	Prev. week.	Cor. week, 1931.
Chicago.....	156,065	174,063	87,130
Kansas City.....	31,039	19,281	23,394
Omaha.....	90,590	81,610	74,320
St. Louis.....	46,944	37,292	33,775
St. Joseph.....	28,735	15,626	24,473
Sioux City.....	65,637	55,450	
Wichita.....	13,886	8,915	4,904
Fort Worth.....	6,007	4,905	2,986
Philadelphia.....	20,582	19,276	17,500
Indianapolis.....	31,102	27,182	21,970
New York & Jersey City.....	52,532	54,322	44,271
Oklahoma City.....	8,197	5,210	6,456
Cincinnati.....	21,387	19,674	15,395
Denver.....	5,458	11,854	13,218
Total.....	578,181	585,400	372,748

SHEEP.

	Week ended Jan. 30.	Prev. week.	Cor. week, 1931.
Chicago.....	63,790	80,731	46,817
Kansas City.....	33,116	35,847	29,359
Omaha.....	45,800	46,924	38,656
St. Louis.....	9,378	7,805	8,851
St. Joseph.....	24,966	10,469	21,964
Sioux City.....	14,194	11,920	
Wichita.....	2,065	1,310	1,371
Fort Worth.....	15,232	13,993	2,910
Philadelphia.....	7,417	7,779	5,408
Indianapolis.....	1,125	1,329	968
New York & Jersey City.....	77,357	75,583	71,061
Oklahoma City.....	1,020	1,874	857
Cincinnati.....	2,248	2,068	1,152
Denver.....	1,757	5,531	3,780
Total.....	299,474	312,161	228,166

CANADIAN LIVESTOCK PRICES.

Leading Canadian centers top livestock price summary, week ended January 28, 1932, with comparisons, reported by Dominion Live Stock Branch:

BUTCHER STEERS.

Up to 1,050 lbs.

	Week ended Jan. 28.	Prev. week.	Same week, 1931.
Toronto.....	\$ 6.75	\$ 6.50	\$ 7.50
Montreal.....	6.50	6.50	7.50
Winnipeg.....	5.50	5.50	6.75
Calgary.....	5.00	5.00	6.25
Edmonton.....	5.00	5.00	6.00
Prince Albert.....	5.00	4.00	5.00
Moose Jaw.....	5.00	5.00	6.00
Saskatoon.....	5.00	5.00	5.50

VEAL CALVES.

	Week ended Jan. 28.	Prev. week.	Same week, 1931.
Toronto.....	\$ 9.00	\$ 9.00	\$11.50
Montreal.....	8.50	8.50	13.00
Winnipeg.....	7.50	8.00	12.00
Calgary.....	5.50	6.00	8.50
Edmonton.....	7.00	7.00	10.00
Prince Albert.....	4.00	4.00	7.50
Moose Jaw.....	7.00	7.00	9.00
Saskatoon.....	5.25	5.00	8.00

SELECT BACON HOGS.

	Week ended Jan. 28.	Prev. week.	Same week, 1931.
Toronto.....	\$ 5.60	\$ 5.85	\$10.75
Montreal.....	5.75	6.00	10.50
Winnipeg.....	4.50	4.75	9.50
Calgary.....	4.30	4.65	8.95
Edmonton.....	4.25	4.50	9.00
Prince Albert.....	4.45	4.45	9.25
Moose Jaw.....	4.20	4.45	9.00
Saskatoon.....	4.20	4.45	8.95

GOOD LAMBS.

	Week ended Jan. 28.	Prev. week.	Same week, 1931.
Toronto.....	\$ 8.50	\$ 8.25	\$10.25
Montreal.....	6.50	6.50	8.75
Winnipeg.....	5.75	6.00	8.00
Calgary.....	4.75	4.75	7.50
Edmonton.....	5.25	5.00	7.50
Prince Albert.....	4.00	4.00	7.00
Moose Jaw.....	5.00	5.00	7.00
Saskatoon.....	4.75	4.75	7.00

WHEN YOU WANT A GOOD MAN.

When in need of expert packinghouse workers watch the classified pages of THE NATIONAL PROVISIONER.

SO. CALIFORNIA SLAUGHTERS.

All records for livestock slaughter in Los Angeles County, California, were broken in 1931, according to official slaughter figures recently released. Cattle slaughter for 1931 totaled 357,302 head, a gain of more than 24,000 over the previous record year in 1930; calf slaughter was 154,053, also a new record; hog slaughter was 816,683, a large gain over any previous year; and sheep and lamb slaughter reached the total of 1,079,643, also a new record. December slaughter of hogs at 93,423 was an all-time record for the county, and three of the four largest hog slaughtering months on record were in 1931.

U. S. INSPECTED HOG KILL.

Inspected hog kill at 9 points during week ended Friday, January 30, 1932:

	Week ended Jan. 30.	Prev. week.	Cor. week, 1931.
Chicago.....	196,188	174,942	193,497
Kansas City, Kan.....	77,572	67,466	65,524
Omaha.....	86,375	82,459	83,206
East St. Louis.....	67,891	67,600	62,150
St. Paul.....	66,198	59,380	62,377
St. Joseph.....	68,336	63,510	65,468
Sioux City.....	23,739	16,267	27,219
Indianapolis.....	32,127	31,452	28,582
New York & J. C.....	34,515	30,387	30,783
Total.....	652,962	599,472	618,806

*Includes St. Louis, Mo.

HUNGARIAN HOGS TO GERMANY.

By the terms of a most-favored nation commercial treaty between Hungary and Germany, provisionally put into effect as of December 28, 1931, by a German government decree, Germany grants to Hungary an annual contingent of 80,000 slaughtered hogs to be used in German meat-packing plants. There are other concessions on both sides in the treaty provisions. In addition, Germany grants an import contingent during 1931-1933 of 6,000 head of cattle for slaughter, to be increased 1,000 head the following year if more than 90 per cent of this number is used during any year. The conventional rate already granted to Sweden for the same number, 16 reichsmarks per 100 kilos, will apply also to Hungary. Hungary may terminate the treaty on three months notice should she not be able to enter this number of cattle into Germany.

DEC. CANADIAN SLAUGHTERS.

Inspected slaughter of livestock at leading Canadian centers during December, 1931, with comparisons:

	December, 1931.	Year, 1931.	Year, 1930.
Cattle.....	48,645	592,036	602,007
Calves.....	17,100	371,078	375,237
Hogs.....	247,250	2,242,763	1,926,325
Sheep.....	54,539	820,891	745,119

RECEIPTS AT CENTERS

SATURDAY, JANUARY 30, 1932.

	Cattle.	Hogs.	Sheep.
Chicago	200	18,000	4,000
Kansas City	100	3,000	...
Omaha	250	6,000	125
St. Louis	100	2,000	200
St. Joseph	100	1,500	1,000
Sioux City	100	1,100	...
St. Paul	100	1,200	100
Oklahoma City	100	1,000	...
Fort Worth	100	200	...
Milwaukee	100	800	2,200
Denver	100	300	100
Louisville	100	1,000	300
Wichita	100	2,000	500
Indianapolis	100	1,500	300
Pittsburgh	100	1,900	200
Cincinnati	100	1,000	200
Buffalo	100	1,000	...
Cleveland	100	300	...
Nashville	100	200	...

MONDAY, FEBRUARY 1, 1932.

	Cattle.	Hogs.	Sheep.
Chicago	14,000	40,000	19,000
Kansas City	15,000	8,000	10,000
Omaha	6,000	11,000	17,000
St. Louis	3,500	10,000	1,000
St. Joseph	2,000	6,500	7,000
Sioux City	2,000	11,000	5,000
St. Paul	1,500	9,500	8,000
Oklahoma City	1,000	1,100	200
Fort Worth	2,000	2,000	1,500
Milwaukee	400	1,500	200
Denver	1,700	1,700	1,800
Louisville	1,000	1,000	300
Wichita	1,200	2,800	300
Indianapolis	400	3,000	800
Pittsburgh	500	5,400	1,800
Cincinnati	1,200	5,100	100
Buffalo	1,200	5,500	8,800
Cleveland	400	2,900	3,800
Nashville	400	300	200

TUESDAY, FEBRUARY 2, 1932.

	Cattle.	Hogs.	Sheep.
Chicago	7,000	27,000	13,000
Kansas City	7,000	7,000	8,000
Omaha	4,500	14,500	15,000
St. Louis	4,500	13,000	1,500
St. Joseph	1,500	7,000	4,000
Sioux City	2,000	18,500	2,500
St. Paul	1,500	10,000	1,000
Oklahoma City	1,400	1,000	100
Fort Worth	1,200	300	4,000
Milwaukee	800	2,000	400
Denver	800	3,400	3,200
Louisville	200	800	200
Wichita	500	1,000	400
Indianapolis	1,200	5,000	2,500
Pittsburgh	200	600	500
Cincinnati	400	4,200	500
Buffalo	100	2,400	300
Cleveland	100	1,000	1,300
Nashville	100	200	300

WEDNESDAY, FEBRUARY 3, 1932.

	Cattle.	Hogs.	Sheep.
Chicago	9,000	32,000	15,000
Kansas City	4,500	6,000	11,000
Omaha	5,000	21,000	11,500
St. Louis	2,000	12,000	1,500
St. Joseph	1,700	6,000	5,500
Sioux City	1,800	16,000	5,000
St. Paul	2,000	18,000	1,500
Oklahoma City	700	1,000	1,000
Fort Worth	1,800	700	5,000
Milwaukee	400	1,400	400
Denver	300	3,500	4,000
Louisville	100	700	100
Wichita	200	1,400	800
Indianapolis	700	3,300	1,200
Pittsburgh	200	900	300
Cincinnati	400	4,000	600
Buffalo	300	1,800	900
Cleveland	500	1,200	2,200
Nashville	100	100	...

THURSDAY, FEBRUARY 4, 1932.

	Cattle.	Hogs.	Sheep.
Chicago	3,000	30,000	14,000
Kansas City	1,500	4,000	11,000
Omaha	2,800	12,500	15,000
St. Louis	1,300	8,500	800
St. Joseph	700	4,000	4,900
Sioux City	1,500	12,000	5,500
St. Paul	1,200	12,000	2,800
Oklahoma City	500	900	400
Fort Worth	900	1,400	3,500
Milwaukee	400	1,400	400
Denver	100	3,400	3,700
Louisville	200	600	100
Wichita	200	1,200	100
Indianapolis	400	2,000	2,500
Pittsburgh	...	800	300
Cincinnati	500	4,000	1,700
Buffalo	200	1,500	800
Cleveland	400	1,900	1,000
Nashville	100	300	300

FRIDAY, FEBRUARY 5, 1932.

	Cattle.	Hogs.	Sheep.
Chicago	3,000	25,000	12,000
Kansas City	300	4,000	4,000
Omaha	1,200	15,500	8,500
St. Louis	700	6,500	800
St. Joseph	700	5,500	6,500
Sioux City	1,000	16,000	3,000
St. Paul	1,700	14,000	3,500
Oklahoma City	500	1,200	400
Fort Worth	500	1,000	2,500
Milwaukee	200	700	100

Denver	100	1,100	5,100
Louisville	200	800	100
Wichita	100	1,200	400
Indianapolis	200	3,000	1,000
Pittsburgh	...	1,800	800
Cincinnati	500	3,400	900
Buffalo	300	3,600	1,700
Cleveland	300	1,000	1,500
Nashville	100	100	...

IRISH BACON DUTIES.

Proposed Irish Free State import duties on bacon have met with opposition from the Irish Wholesale Provision Trade Association, according to reports to the U. S. Department of Agriculture. In spite of this opposition from the trade group most Irish bacon curers have declared themselves in favor of the proposal and able to meet all domestic requirements.

For the first nine months of the year Irish imports of bacon and ham increased 880,000 lbs. in 1931 over 1930, while exports declined 5,513,000 lbs. for the same period. Rural areas are reported as favoring American bacon against domestic or Continental, the latter two being wanted in urban centers. Producers are being urged officially to avoid too drastic reductions in stock, although hog production in Ireland itself is unprofitable at present, due to heavy Continental supplies of pork in British markets which have reduced prices paid to Irish producers at local markets and at bacon curing plants. In addition, a below-average potato yield has contributed to a reduction in the number of sows left for breeding.

AUSTRIAN MEAT EXPORTS.

Decline of the Austrian market for meat and meat products from the United States is attributed to the success of that country's agrarian program and the effort to increase the livestock population; also to the competition of meat and meat products from Poland, Hungary, Yugoslavia and Rumania. These countries have succeeded in a large degree in rehabilitating their hog growing industries which were important before the war. These neighboring states have been given tremendous advantages in the Austrian market and are now practically covering local demand, according to observations made by Department of Commerce representatives.

Immediately after the war large quantities of canned meat, especially corned beef, were exported from the United States to Austria. However, as fresh meat and fresh sausage became available, imports of canned meat declined. A considerable quantity of corned beef is still imported from the United States but the bulk of the product comes from the Argentine.

Practically the entire import of edible fats comes from the United States, but Austria's export of edible animal fats is about double its import.

WEEKLY HIDE IMPORTS.

Imports of cattle hides at leading U. S. ports, week ended Jan. 30, 1932:

Week ended.	New York.	Boston.
Jan. 30, 1932	7,010	2,462
Jan. 23, 1932	17,181	...
Jan. 16, 1932	5,871	2,625
Jan. 9, 1932	23,018	864
Jan. 31, 1931	53,080	5,951
Jan. 24, 1931	14,732	...
Jan. 17, 1931	11,342	...
Jan. 10, 1931	58,304	4,571
Total	59,031*	62,875*

*Total at New York and Boston.

BETTER HIDE TAKEOFF.

Much progress has been made in improving hide take-off, says president Wm. Whitfield Woods of the Institute of American Meat Packers in a bulletin which informs the membership of another suggestion offered by the Committee on Hides and the Committee on Packinghouse Practice. The two committees felt, according to Mr. Woods, that it was imperative that this progress be maintained. They further suggested that the attention of packers be especially directed to the necessity for removing all patches of fat from hides before they are placed in cure.

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended January 30, 1932, were 3,605,000 lbs.; previous week, 3,298,000 lbs.; same week last year, 3,103,000 lbs.; from January 1 to January 30 this year, 15,412,000 lbs.; same period a year ago, 13,564,000 lbs.

Shipments of hides from Chicago for the week ended January 30, 1932, were 4,904,000 lbs.; previous week, 5,131,000 lbs.; same week last year, 3,169,000 lbs.; from January 1 to January 30 this year, 24,018,000 lbs.; same period a year ago, 12,009,000 lbs.

TANNERS' DEC. HIDE STOCKS.

Stocks of raw hides and skins held by tanners on December 31, 1931:

	Dec. 31, 1931.	Nov 30, 1931.
Cattle, total, hides	1,798,931	1,068,960
Green salted:		
Steers, hides	550,034	500,572
Cows, hides	767,106	708,559
Bulls, hides	27,280	41,886
Unclassified, hides	390,888	338,913
Dry or dry salted, hides	48,634	25,811
Calf, skins	1,846,242	1,604,827
Kip, skins	274,019	224,497
Sheep and lamb, skins	9,274,107	9,377,865
Goat and kid, skins	10,223,478	10,822,091
Cabretta, skins	708,296	806,420

*Preliminary figures. †Final figures.

CUBAN BEEF IMPORTS.

Cuban tariff policies since February, 1931, have reduced beef imports, including those from the United States, according to the U. S. Department of Agriculture. In addition, Cuban interest in imported beef will be materially affected by measures now pending to levy new taxes on Cuban slaughtering establishments, including extra taxes on meat moving from one municipality or province to another. Uruguay, vitally interested in the Cuban beef trade, is pressing for commercial treaty revisions which would favor the importing of jerked beef by Cuba.

DENVER STOCK YARD FINANCES.

Net earnings on the common stock of the Denver Union Stock Yard Co. for 1931, after all expenses, interest and allowance for dividends on preferred stock, amounted to \$3.51, a share compared with \$4.76 in 1930. All directors and officers have been reelected for the ensuing year and the current quarterly dividend of \$1.75 on preferred stock was declared. Reduction in earnings is attributed to decreased marketing of cattle in the territory surrounding the Denver market. However, receipts of sheep and hogs for the year exceeded those of any previous year.

Hide and Skin Markets

Chicago.

PACKER HIDES—Following the somewhat extended meeting early this week between packers and tanners, the committee of packers recommended to the industry that in selling trimmed hides the four per cent allowance be waived. No agreement was reached regarding the movement of the accumulated stocks, with the result that the market was thrown open for individual trading by tanners late this week.

The first wave of trading is estimated to have absorbed about 240,000 hides, including sales of about 40,000 by outside packers. One packer has declined, so far, to trade at the prices established, which are 1@1½¢ below prices paid at the end of October, when the controversy over the trimming charge began. One feature of the market was the apparent absence of one of the largest users of hides, so far as trading was concerned. Most of the hides sold were November take-off, although some ran into December. All descriptions were involved and, although trading later slowed up considerably, the market appears to be established at these levels, for the time being.

Heavy native steers sold at 6½¢ in a good way; later one packer sold 1,000 heavies and lights at 6½¢, and 2,200 lights alone at 5½¢, steady, running mostly December. Extreme light native steers sold at 6¢.

Butt branded steers moved in a small way at 6½¢; Colorados sold at 6¢. Heavy Texas steers brought 6½¢, light Texas steers 5½¢, and extreme light Texas steers 5½¢.

Heavy native cows sold at 5½¢. Light native cows moved at 6¢; the only sales by one packer were a few southern light cows on this basis. Branded cows sold at 5½¢.

One packer sold about 5,000 October to January native bulls at 4¢; branded bulls quoted 3½¢@3¾¢, nom.

FOREIGN WET SALTED HIDES—The South American market was rather firm and appeared to have discounted the decline in this market. Last sale was 4,000 Sansimenas to this country at \$25.00, equal to 7½¢, c.i.f. New York, with earlier sales of 4,000 LaBlancas at \$24.50, or 7½¢, as against \$24.00 or 7¼¢ paid last week. Some Uruguay Nacional steers sold later equal to 7½¢, c.i.f. New York.

SMALL PACKER HIDES—The local small packer market was rather quiet, some killers being sold up to end of January, and the local small packer association having already moved part of January production. Couple small lots still unsold, with market very quiet.

One Iowa packer is credited with selling 25,000 to 30,000 hides, and two others about 6,000 each; these killers grade on big packer basis and same prices were realized.

COUNTRY HIDES—The country hide market is so unsettled that nothing more than nominal prices can be quoted at this time. The market is, of course, easier, but at these price levels it is very hard to secure hides at interior points cheaply enough to operate. All weights are looked upon as 4½¢, top, selected, delivered. Heavy steers and cows 4¼¢@4½¢, nom. Buff weights

quoted around 5¢, and buyers talking 5½¢ for 25/45-lb. extremes. Bulls easy around 2¾¢@3¢, selected. All-weight branded about 3½¢, flat, less Chicago freight.

CALFSKINS—Packer calfskins about unchanged; couple cars St. Paul December calf sold early this week at 8¢, demand running mostly to heavy average points.

Chicago city calfskins sold higher this week. Car 8/10-lb., equal to Chicago cities, sold at 6¢, or ¼¢ up; car 10/15-lb. sold at end of last week at 6½¢, with a later sale of a car at 7¢. Outside cities 8/15-lb. quoted around 6¼¢; mixed cities and countries 5½¢@6¢; straight countries 4¼¢@5¢. Some outside packer calf reported at 6½¢ for August to October, and 7¢ for November-December.

KIPSKINS—In the absence of any late trading, packer kipskins are quoted at last sales prices, 8½¢ for December northern natives and southern a cent less, 7½¢ for January northern overweights and 7¢ for southern, 6¼¢@6½¢ for December branded.

Chicago city kipskins last sold at 7¼¢. Outside cities quoted 7@7¼¢; mixed cities and countries about 6½¢; straight countries 5½¢@5¾¢.

Packer regular slunks last sold at 37½¢ for January; hairless 25@30¢ for No. 1's.

HORSEHIDES—Market continues easy on horsehides. Choice city renderers quotable \$2.15@2.35, with mixed city and country lots at \$1.75@2.00.

SHEEPSKINS—Dry pelts steady at 9¢, Chicago, for full wools, short wools at half-price. The limited demand for shearlings appears to be about sufficient to absorb the limited offerings; at present, there is little difference between No. 1's and No. 2's as to quality, and one packer sold two cars this week, No. 1's at 25¢, No. 2's at 20¢, and fresh clips at 15¢, one car being sold ahead. Pickled skins quoted around \$1.50 per doz., Chicago, paid recently for current quality of cocky skins coming out; however, some packers quote \$1.75 per doz. as their last selling price. Small packer lamb pelts fairly firm at 70@75¢.

PIGSKINS—No. 1 pigskin strips quoted 4@5¢ per lb., according to quality. Good round lot fresh frozen scraps for gelatine purposes sold at 2¾¢, Chicago freight basis, immediate shipment.

New York.

PACKER HIDES—While the controversy regarding the 4 per cent trimming allowance has been settled and trading has started in the western market, no sales have been reported as yet in this market. Packers holding November forward stocks, with market nominally on parity with Chicago prices.

COUNTRY HIDES—Market more or less demoralized and only nominally quoted on basis of about 5¢ as top on buff weights and 5½¢ for 25/45-lb. extremes.

CALFSKINS—Calfskin market about unchanged and undertone continues easy. Further sales of collectors' 5-7's reported at 55¢; last trading in 7-9's was at 70¢, and 9-12's at \$1.20. Packer skins quoted nominally 5¢ high-

er on lighter weights, with \$1.30 last paid for 9-12's.

New York Hide Exchange Futures.

Saturday, January 30, 1932—Close: Feb. 6.30n; Mar. 6.50@6.55; Apr. 6.70n; May 6.90n; June 7.10 sale; July 7.30n; Aug. 7.50n; Sept. 7.70@7.75; Oct. 7.90n; Nov. 8.10n; Dec. 8.30@8.45. Sales 19 lots.

Monday, February 1, 1932—Close: Feb. 6.25n; Mar. 6.45@6.50; Apr. 6.65n; May 6.85n; June 7.06 sale; July 7.25n; Aug. 7.45n; Sept. 7.70@7.71 sales; Oct. 7.90n; Nov. 8.05n; Dec. 8.20@8.30; Jan. 8.30n. Sales 13 lots.

Tuesday, February 2, 1932—Close: Feb. 5.85n; Mar. 6.05 sale; Apr. 6.25n; May 6.45n; June 6.65 sale; July 6.85n; Aug. 7.05n; Sept. 7.30 sale; Oct. 7.50n; Nov. 7.65n; Dec. 7.85 sale; Jan. 7.95n. Sales 33 lots.

Wednesday, February 3, 1932—Close: Feb. 5.85n; Mar. 6.05@6.15; Apr. 6.25n; May 6.45n; June 6.64@6.70; July 6.85n; Aug. 7.05n; Sept. 7.30@7.35; Oct. 7.50n; Nov. 7.70n; Dec. 7.90 sale; Jan. 8.00n. Sales 54 lots.

Thursday, February 4, 1932—Close: Feb. 5.35n; Mar. 5.55n; Apr. 5.75n; May 5.95n; June 6.15 sale; July 6.30n; Aug. 6.50n; Sept. 6.70@6.85; Oct. 6.90n; Nov. 7.10n; Dec. 7.35 sale; Jan. 7.50n. Sales 40 lots.

Friday, February 5, 1932—Close: Feb. 5.05n; Mar. 5.25@5.35; Apr. 5.50n; May 5.75n; June 5.99 sale; July 6.15n; Aug. 6.35n; Sept. 6.55@6.65; Oct. 6.75n; Nov. 6.90n; Dec. 7.10@7.15; Jan. 7.25n. Sales 62 lots.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended Feb. 5, 1932, with comparisons, are reported as follows:

PACKER HIDES.			
	Week ended Feb. 5.	Prev. week.	Cor. week, 1931.
Spr. nat. strs.	7½ @ 8n	8½ @ 9n	@ 9n
Hvy. nat. strs.	@ 8½	7½ @ 8n	@ 7½
Hvy. Tex. strs.	@ 8½	7½ @ 8n	@ 7½
Hvy. butt brand'd strs.	@ 6½	7½ @ 8n	@ 7½
Hvy. Col. strs.	@ 6	7 @ 7½n	@ 7
Ex-light Tex. strs.	@ 5½	6 @ 6½n	@ 6½
Brand'd cows.	@ 5½	6 @ 6½n	@ 6½
Hvy. nat. cows	@ 5½	6½ @ 7n	@ 6½
Lt. nat. cows	@ 6	6½ @ 7n	@ 7
Nat. bulls	@ 4	@ 4½	@ 5
Brand'd bulls. 3½ @ 3¾n	@ 3½	@ 3½	4 @ 4½n
Calfskins	@ 8	@ 8½n	@ 8n
Kips, nat.	@ 8½	@ 8½	@ 12
Kips, ov-wt.	@ 7½	@ 7½	9½ @ 10
Kips, brand'd. 6½ @ 6½n	@ 6½	6½ @ 6½	8 @ 8½n
Slunks, reg.	@ 37½	@ 37½	@ 85
Slunks, hrls. 25 @ 30	@ 30	25 @ 30	30 @ 32½

Light native, butt branded and Colorado steers 1¢ per lb. less than heavies.

CITY AND SMALL PACKERS.			
Nat. all-wts.	@ 6n	@ 6½	@ 7n
Branded	@ 5½n	@ 5½n	6½ @ 6½n
Nat. bulls.	@ 4n	@ 4n	@ 4½
Brand'd bulls	@ 3½n	@ 3½n	@ 4n
Calfskins	@ 6½n	@ 6½n	@ 14n
Kips, nat.	@ 7½	@ 7½	11 @ 11½n
Slunks, reg.	@ 30n	@ 30n	@ 80
Slunks, hrls.	@ 15n	@ 15n	@ 30

COUNTRY HIDES.			
Hvy. steers.	4¼ @ 4½	4½ @ 4½	4½ @ 5n
Hvy. cows.	4¼ @ 4½	4½ @ 4½	4½ @ 5n
Butts	@ 5n	@ 5½	5½ @ 6
Extremes	@ 5½n	@ 6	@ 7
Bulls	2½ @ 3	@ 3	3½ @ 4n
Calfskins	4¼ @ 5	@ 5	8½ @ 9
Kips	5½ @ 5½	@ 5½	7 @ 8
Light calf.	20 @ 30	20 @ 30	@ 75
Deacons	20 @ 30	20 @ 30	@ 75
Slunks, reg. 10 @ 15n	10 @ 15	10 @ 15	40 @ 50
Slunks, hrls.	@ 5n	@ 5n	5 @ 10n
Horsehides .. 1.40 @ 2.35	1.40 @ 2.35	1.40 @ 2.50	2.00 @ 3.00

SHEEPSKINS.			
Pkr. lambs. ....	.....	60	@ 70
Sm. pkr. ....	.....	.....	.....
Lambs 70	@ 75	@ 70	45 @ 60
Pkr. shearings.	@ 25	@ 25	@ 42½
Dry pelts	@ 9	@ 9	6 @ 7

Chicago Section

J. C. Stentz, treasurer of John Morrell & Co., Ottumwa, Ia., was in Chicago during the week.

R. A. Rath, secretary of the Rath Packing Co., Waterloo, Ia., was a recent business visitor in the city.

George Billings, vice president of Cudahy Bros. Co., Cudahy, Wis., transacted business in the city this week.

John R. Kinghan, chairman of Kingan & Co., Indianapolis, Ind., was a business visitor in Chicago this week.

John Tiedemann, of Tiedemann & Harris, San Francisco packers, made one of his infrequent visits to Chicago during the week.

T. C. Ethridge and H. A. Broeker, jr., of the Klarer Provision Co., Louisville, Ky., made a business trip to Chicago during the week.

Purchases of livestock at Chicago by principal packers, for the first four days of this week totaled 13,684 cattle, 5,353 calves, 36,392 hogs and 38,328 sheep.

Fred M. Tobin, president of the Rochester Packing Co., Rochester, N. Y., and W. C. Codling, vice president of the Albany Packing Co., Albany, N. Y., were Chicago visitors this week.

Prize beef from the International Livestock Exposition, held the first week in December, 1931, was served to 1,100 Chevrolet automobile dealers and their guests by the Palmer House on the evening of February 2.

Provision shipments from Chicago for the week ended January 30, 1932, with comparisons, were as follows:

	Week Jan. 30.	Previous week.	Same week, 1931.
Cured meats, lbs....	10,087,000	12,734,000	10,793,000
Fresh meats, lbs....	44,114,000	46,303,000	49,087,000
Lard, lbs.....	5,876,000	7,828,000	12,638,000

Richard T. Keefe, jr., son and namesake of the head of the Keefe-Le Sturgeon Co., Arkansas City, Kas., was married to Rose Lyle Taylor on January 18. Needless to say, the young couple will make Arkansas City their home, since "Ted" is in line to take his father's job away from him sooner or later.

R. C. Pollock, managing director of the National Live Stock and Meat Board; Homer Davison, vice president of the Institute of American Meat Packers; Edward N. Wentworth, director of Armour's Livestock Bureau; and F. R. Simpson, director of industrial research, Swift & Company, attended the meeting of the American National Live Stock Association, held at San Antonio, Tex., January 27 to 29, 1932.

Alfred S. Austrian, well known Chicago attorney and member of the firm of Mayer, Meyer, Austrian & Platt, died January 26 after an illness of some months. Mr. Austrian became well known to the meat packing industry through his six-hour argument before

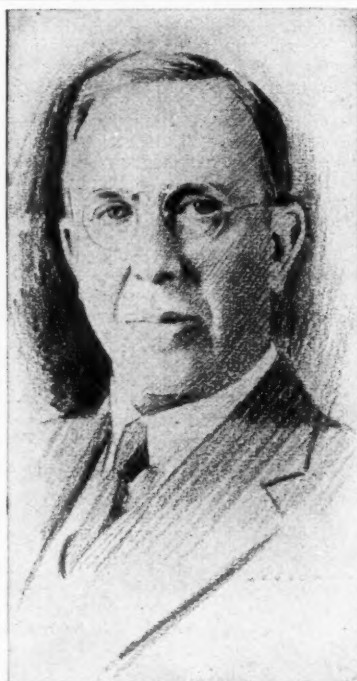
Secretary of Agriculture William Jardine in defense of Armour and Company's acquisition of Morris & Company, which at that time the government contended was a violation of the Clayton anti-trust act.

MORE MEAT EDUCATION.

Meat story contests have been one of the educational features of the National Live Stock and Meat Board which has just announced its ninth contest for high school girls. This announcement is sent to teachers in every state in the union. Last year 694 schools participated, an increase of 200 over the previous year.

Contestants are required to write an essay on some phase of the subject of live stock or meat. They are at liberty to select their own subject. Typical essays in the past have covered livestock production, meat processing, the food value of meat, meat as the center of the diet, identification of quality in meat, how to prepare the various cuts of meat and the serving of meat.

This year's contest will come to a close on March 15. The essays will then be put in the hands of a committee of judges, who are leaders in the field of home economics. Dr. Louise Stanley, chief of the Bureau of Home Economics, U. S. Department of Agriculture, has served as chairman of the committee for several years.



HE GIVES IT THE RIGHT NAME.

Announcement is made of the change of name of the East Side Packing Co., St. Louis, to Hunter Packing Co. Since Frank A. Hunter became the head of this concern it has stepped into the front rank of progressive processors and merchandisers of meat products. "Hunter brand" is as widely famous as its namesake.

WILSON OFFERS 4-H PRIZES.

Thomas E. Wilson, president of Wilson & Co., and chairman of the National Committee on Boys and Girls Club Work, has offered county, state, sectional and national prizes to farm boys and girls for outstanding achievements in livestock work. The most outstanding club member in each county will receive a gold filled medal of honor; the winner of each state will be awarded a 19-jewel gold watch valued at \$50; each sectional winner will receive a prize educational trip to the eleventh club congress held in Chicago during the 1932 International Livestock Exposition; and the three national winners will receive agricultural scholarships valued at \$300, \$200 and \$100 respectively. Mr. Wilson awarded similar prizes last year.

CONFER ON PERSONNEL WORK.

Harvey G. Ellerd, director of personnel of Armour and Company and H. B. Bergen, director of industrial relations of the Procter & Gamble Company, will participate actively in the personnel and office management conference of the American Management Association, to be held in Pittsburgh, Pa., February 15 to 17, 1932. Mr. Ellerd will preside at the morning session on February 15 when an appraisal of the personnel management of the last decade will be made. This discussion will cover ten major points in personnel management and influence. Mr. Bergen will preside at the afternoon session, when "Human Fatigue in Industry" will be the subject of discussion.

PACKERS AS MEAT CANNERS.

(Continued from page 23.)

Meat Co., Drexel Packing Co., F. A. Ferris & Co., New York (branch of Stahl-Meyer, Inc.); Foell Packing Co., Garbarino Bros., A. Gobel, Inc., Grand Ronde Meat Co., Hansen Packing Co., Herrud & Co., Home Packing & Ice Co.

Geo. A. Hormel & Co., Hygrade Food Products Co., Kingan & Co., Libby, McNeill & Libby, Oscar Mayer & Co., Miller & Hart, John Morrell & Co., Mitchell Bros., Morris & Company, E. K. Pond Packing Co., Rapides Packing Co., Rath Packing Co., Republic Food Products Co., Sieloff Packing Co., T. M. Sinclair & Co., Ltd., M. D. Singer & Co., Swift & Company, Tovrea Packing Co., Wilson and Co., Inc.

DEATH OF CHARLES E. VIRDEN.

Charles E. Virden, former head of the Virden Packing Co., South San Francisco, Calif., died on January 23 after an illness of several months. He was 57 years of age. Mr. Virden had wide interests in fruit packing in California, being one of the state's leading fruit packers. He was also interested in meat packing through the Virden Packing Co., but disposed of his share in that concern some time ago. He is survived by his widow, two sons and a daughter.



JOS. H. HEINEMAN
CHAS. E. HAMAN

HEINEMAN-HAMAN
INC.

PROVISION
BROKERS

402-10 W. 14TH STREET
New York City



F. C. ROGERS, INC.

NINTH AND NOBLE STREETS
PHILADELPHIA

PROVISION
BROKER

Member of New York Produce Exchange
and Philadelphia Commercial Exchange

In the Good Old Days

Under this heading will appear from time to time items about and reminiscences of veterans of the meat packing industry. Contributions from "Old Timers" are invited.

SOLD TOO MANY TRIMMINGS.

One of the best patrons of the Pullman Company has retired, so that he may hereafter enjoy a few nights a month in his own bed. George C. Howe, district sales manager for Swift & Company at Spokane, Wash., laid down the cares of his office on January 1, 1932, to enjoy a well-earned rest. Thirty-six hundred nights on a sleeper is what Mr. Howe figures he has spent in his service with Swift & Company. He has been a resident of Spokane for 35 years.

As he tells it, he was born "across the creek back of the backwoods" near Goatsville, O., on October 3, 1865. When a small boy he went with the rest of the family from Ohio to Iowa in a covered wagon drawn by two yoke of cattle. There he spent several years on a farm where money and clothing were scarce. "Occasionally I had a nice bed-ticking suit which mother made," is the way he describes the clothing. His shoes, when he had any, were made by his father.

When about nineteen George left the farm and went to work for a butcher at what he describes as a real job—\$10 a month and board. The hours frequently were 4:30 a. m. to 10 p. m. He learned to dress cattle, and in his youth won several prizes in different contests for cattle dressing.

In February, 1893, he went to work for Swift & Company at South Omaha, and worked there until August, 1895, when he says he "got fired for selling too many pork trimmings. It seems they needed business on pork trimmings, so I got out and oversold the stock. Pork trimmings went up in price, and the company had to buy at this higher price to fill my orders. The result was I just got the seat of my trousers kicked out in the South Omaha cinders.

"During this time of my service with Swift & Company I worked on the beef



NOW HE CAN SLEEP IN A BED.

When George C. Howe, district sales manager for Swift & Co. at Spokane, Wash., retired after 35 years service, he had chalked up a record of 3,600 nights in a Pullman—not to mention mileage in a route car in the days when the salesman carried a knife and did his own cutting to suit his customers.

Gereke-Allen Carton Co.

17th & Chouteau Blvd.
ST. LOUIS, MO.

Our Display Containers and
Cartons are made to suit your
individual requirements.

And G-A Designs have an ex-
ceptional and outstanding sales
appeal and attraction.

Get in touch with us

killing floor, beef cutting room, and finally as a 'stop car' salesman. On the route in those days I carried a knife, steel saw and spring scales, and cut cattle right in the car for dealers who wished certain cuts.

"After getting fired I secured a job as salesman with Hammond's, who later merged into the National Packing Co. I was with the National Packing Co. at different places—Burlington and Dubuque, Ia., Minneapolis, Memphis, New Orleans, and in Texas. When the National Packing Co. was dissolved in 1912 I went back to Swift and Company."

The Spokane "Spokesman Review," commenting on Mr. Howe's retirement, says: "Mr. Howe was a passenger on the first North Coast Limited out of Spokane, and he computed he had had a meal a day for 19 years on Northern Pacific diners. 'I have traveled from the Canadian border to the Gulf of Mexico and run around in 29 states until I am almost dizzy,' he said.

"Mr. Howe yet retains his ability to guess the weight of a cow with almost unerring accuracy. 'A knack attained in my range-riding days,' he explained. The employe group of Swift's at Spokane gave him a farewell dinner. 'A Warrior Lays Aside the Tomahawk' was the title of the affair. The dining car department of the Northern Pacific at Seattle sent a cake 15 by 20 in. in size."



PACKERS COMMISSION CO.

FORTY-SECOND FLOOR :: BOARD OF TRADE BLDG.

EXCLUSIVE PACKERS REPRESENTATIVES
PACKING HOUSE PRODUCTS

CHICAGO

SPECIALIZING IN—DRESSED HOGS—FROM THE CORN BELT
CROSS AND KELLY CODES :: LONG DISTANCE PHONE WEBSTER 3113

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY
MARKET SERVICE

CASH PRICES.

Based on actual carlot trading Thursday,
February 4, 1932.

REGULAR HAMS.

	Green. Standard.	Sweet Pickled. Standard.	Pickled. Fancy.
8-10	9½	10	11
10-12	9½	9½	10½
12-14	8½	9½	10½
14-16	8½	9½	10½
10-16 range	8½	.....	.....

BOILING HAMS.

	Green. Standard.	Sweet Pickled. Standard.	Pickled. Fancy.
16-18	8½	9	9½
18-20	8½	9	9½
20-22	8½	9	9½
16-22 range	8½	.....	.....

SKINNED HAMS.

	Green. Standard.	Sweet Pickled. Standard.	Pickled. Fancy.
10-12	9½	10½	11½
12-14	9½	10½	11½
14-16	9½	10½	11½
16-18	9½	10½	11½
18-20	9½	10½	11½
20-22	9½	10½	11½
22-24	8½	10	11
24-26	7½	9½	10½
26-30	7½	8½	9½
30-35	7½	8	9

PICNICS.

	Green. Standard.	Sweet Pickled. Standard.	Sh. Shank.
4-6	5½	5½	6
6-8	5½	5½	6
8-10	5½	5½	6
10-12	5	5½	6
12-14	5	5½	6

BELLIES.

	Green. Sq. Sdls.	Cured. S.P.	Dry Cured.
6-8	8 @ 8½	8	8½
8-10	8	7½	8½
10-12	8	7½	8½
12-14	7	7½	7½
14-16	7	7	7½
16-18	6½	7	7½

D. S. BELLIES.

	Clear. Standard.	Rib. Fancy.	Export Trim.
14-16	6½	.....	4½
16-18	6	7½	4½
18-20	5½	7½	4½
20-25	5½	7½	4½
25-30	5½	7½	4½
30-35	5½	.....	4½
35-40	5½	.....	4½
40-50	5½	.....	4½
50-60	5½	.....	4½

D. S. FAT BACKS.

	Standard.	Export Trim.
8-10	4	4½
10-12	4½	4½
12-14	5½ @ 5½	5½ @ 5½
14-16	5½	5½
16-18	5½	5½
18-20	5½	5½
20-25	7½	7½

OTHER D. S. MEATS.

Extra short clears	35-45	5½n
Extra short ribs	35-45	5½n
Regular plates	6-8	4½
Clear plates	4-6	4
Jowl butts .....	.....	3½
Green square jowls .....	.....	4½
Green rough jowls .....	.....	3½

FUTURE PRICES.

SATURDAY, JANUARY 30, 1932.

	Open.	High.	Low.	Close.
LARD—				
Jan.	5.10	.....	.....	5.10
Mar.	5.17½	5.17½	5.15	5.15ax
May	5.30	5.35	5.27½	5.27½
July	5.40	5.45	5.40	5.40
Sept.	5.57½	5.57½	5.55	5.55ax

CLEAR BELLIES—

Jan. ....	.....	.....	5.85n
May ....	.....	.....	6.00ax

MONDAY, FEBRUARY 1, 1932.

	Open.	High.	Low.	Close.
LARD—				
Mar.	5.32½	5.37½	5.30	5.30ax
May	5.42½	5.50	5.42½	5.50b
Sept.	5.57½	5.62½	5.57½	5.62½

CLEAR BELLIES—

May	6.00ax
----------	-------	-------	--------

TUESDAY, FEBRUARY 2, 1932.

	Open.	High.	Low.	Close.
LARD—				
Mar.	5.22½	5.22½	5.07½	5.07½ax
May	5.37½	5.37½	5.17½	5.17½ax
July	5.45	5.45	5.35	5.35ax
Sept.	5.52½	5.52½	5.45	5.45ax

CLEAR BELLIES—

May	5.90	5.90
----------	------	-------	-------	------

WEDNESDAY, FEBRUARY 3, 1932.

	Open.	High.	Low.	Close.
LARD—				
Mar.	5.02½	5.02½	5.00	5.00ax
May	5.20	5.20	5.10	5.10b
July	5.30	5.30	5.27½	5.27½ax
Sept.	5.45	5.45	5.37½	5.37½

CLEAR BELLIES—

May	5.62½	5.62½
----------	-------	-------	-------	-------

THURSDAY, FEBRUARY 4, 1932.

	Open.	High.	Low.	Close.
LARD—				
Mar.	4.95	4.95	4.87½	4.87½ax
May	5.12½	5.12½	5.00	5.00
July	5.25	5.25	5.15	5.15
Sept.	5.42½	5.42½	5.27½	5.27½ax
Cash lard, tierces .....	.....	.....	.....	4.72½
Cash lard, loose .....	.....	.....	.....	4.12½

CLEAR BELLIES—

May	5.62½	5.62½	5.60	5.60
----------	-------	-------	------	------

FRIDAY, FEBRUARY 5, 1932.

	Open.	High.	Low.	Close.
LARD—				
Mar.	4.92	4.92	4.87	4.87—ax
May	5.05	4.07	5.00	5.00b
July	5.17	.....	5.17	5.17
Sept.	5.35	5.35	5.30	5.30ax

CLEAR BELLIES—

May	5.57	5.57	5.55	5.40
----------	------	------	------	------

Key: ax, asked; b, bid; n, nominal; —, split.

When in need of expert packing-house workers watch the classified pages of THE NATIONAL PROVISIONER.

ANIMAL OILS.

Prime edible lard oil	@ 9½
Headlight burning oil	@ 7½
Prime winter strained	@ 7½
Extra winter strained	@ 7½
Extra lard oil	@ 6½
Extra No. 1	@ 6½
No. 1 lard	@ 6½
Acidless tallow oil	@ 5½
20° C. T. neatfoot	@ 12½
Pure neatfoot	@ 8½
Special neatfoot	@ 7
Extra neatfoot	@ 6½
No. 1 neatfoot	@ 6½
Oil weighs 7½ lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels.	

COOPERAGE.

Ash pork barrels, black iron hoops	\$1.35 @ 1.37½
Oak pork barrels, black iron hoops	1.40 @ 1.42½
Ash pork barrels, galv. iron hoops	1.52½ @ 1.55
White oak ham tierces	2.37½ @ 2.40
Red oak lard tierces	1.82½ @ 1.85
White oak lard tierces	1.97½ @ 2.00

CHICAGO RETAIL MEATS

Beef.

	Week ended Feb. 3, 1932.	Cor. wk., 1931.
Rib roast, hvy. end	23 24 16 28 27 16	
Rib roast, lt. end	30 26 18 35 28 30	
Chuck roast	20 18 12 23 21 16	
Steaks, round	35 30 18 34 34 20	
Steaks, sirloin cut	28 20 35 35 20	
Steaks, porterhouse	45 36 20 50 40 22	
Steaks, flank	25 22 16 25 24 16	
Beef stew, chuck	15 14 10 18 18 12	
Corn briskets, boneless	22 21 12 32 28 18	
Corned plates	9 9 6 20 18 10	
Corned rumps, bms.	22 22 15 25 22 18	

Lamb.

	Good.	Com.	Good.	Com.
Hindquarters	22	10	30	15
Legs	22	12	30	15
Stews	7	8	15	10
Chops, shoulders	18	15	25	15
Chops, rib and loin	26	20	40	25

Mutton.

Legs	16	24	15	10
Stews	8	14	15	10
Shoulders	12	16	15	10
Chops, rib and loin	20	35	25	15

Pork.

Loin, 8 @ 10 av.	10 @ 12	15 @ 16
Loin, 10 @ 12 av.	10 @ 12	15 @ 16
Loin, 12 @ 14 av.	10 @ 12	15 @ 16
Loin, 14 and over	10 @ 12	15 @ 16
Chops	15 @ 16	12 @ 14
Shoulders	8 @ 10	11 @ 12
Butts	10 @ 12	15 @ 16
Sparris	8 @ 10	11 @ 12
Hocks	7 @ 8	12 @ 14
Leaf lard, raw	8 @ 9	10 @ 12

Veal.

Hindquarters	20 @ 24	24 @ 25
Forequarters	12 @ 14	14 @ 16
Legs	22 @ 25	25 @ 28
Small crystals	12 @ 15	15 @ 18
Shoulders	12 @ 14	15 @ 18
Cutlets	30 @ 30	40 @ 40
Rib and loin chops	30 @ 30	40 @ 40

Butchers' Offal.

Suet	@ 1	@ 2½
Shop fat	60 %	60 %
Bone, per 100 lbs.	@ 10	@ 25
Calf skins	@ 7	@ 11
Kips	@ 7	@ 12
Deacons	@ 7	@ 10

CURING MATERIALS.

Nitrite of soda, 1. c. 1. Chicago	104
Salt, 25 bbl. lots, f.o.b. N. Y.	64 5.90
Dbl. refined granulated	7½
Small crystals	7½
Medium crystals	7½
Large crystals	8
Bbl. reld. gran. nitrate of soda	3½ 3.25
Less than 25 bbl. lots, ¼ c. more.	

Salt—	
Granulated, carlots, per ton, f.o.b. Chicago, bulk	\$8.86
Medium, carlots, per ton, f.o.b. Chicago, bulk	\$8.26
Rock, carlots, per ton, f.o.b. Chicago	\$7.70

Sugar—	
Raw sugar, 96 basis, f.o.b. New Orleans	@ 8.45
Second sugar, 90 basis	None
Syrup testing, 63 to 65 combined sucrose and invert, New York	@ 3.38
Standard gran. f.o.b. refiners (2%)	@ 4.15
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%	@ 2.45
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%	@ 2.35

SPICES.

(These prices are basis f.o.b. Chicago.)

	Whole.	Ground.
Allspice	6	9
Cinnamon	12	16
Cloves	18	22
Coriander	5	12½
Ginger .....	.....	30
Mace	45	50
Nutmeg	12	15
Pepper, black	12	15
Pepper, Cayenne	24	24
Pepper, red	20	20
Pepper, white	16	30

PURE VINEGARS

A. P. CALLAHAN & COMPANY

2402 SOUTH LA SALLE STREET

CHICAGO, ILL.

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

Prime native steers—	Week ended Feb. 3, 1932.	Cor. week, 1931.
400-600	16 @ 17	
600-800	15 @ 15 1/2	
800-1000	15 @ 15 1/2	
Good native steers—		
400-600	13 @ 14	
600-800	12 1/2 @ 13 1/2	
800-1000	12 1/2 @ 13 1/2	
Medium steers—		
400-600	11 @ 13	
600-800	11 @ 11 1/2	
800-1000	11 @ 12	
Heifers, good, 400-600	11 @ 14	
Cows, 400-600	6 @ 9	
Hind quarters, choice	@ 20	
Fore quarters, choice	@ 11	

Beef Cuts.

	Week ended Feb. 3, 1932	Cor. week, 1931.
Steer loins, prime	@ 37	
Steer loins, No. 1	@ 27	@ 35
Steer loins, No. 2	@ 25	@ 31
Steer short loins, prime	@ 47	
Steer short loins, No. 1	@ 43	@ 48
Steer short loins, No. 2	@ 30	@ 38
Steer loin ends (hips)	@ 26	@ 25
Steer loin ends, No. 2	@ 24	@ 25
Cow loins	@ 16	@ 18
Cow short loins	@ 19	@ 23
Cow loin ends (hips)	@ 14	@ 14
Steer ribs, prime	@ 23	@ 27
Steer ribs, No. 1	@ 18	@ 25
Steer ribs, No. 2	@ 9	@ 12
Cow ribs, No. 2	@ 8 1/2	@ 10 1/2
Steer rounds, prime	@ 12 1/2	
Steer rounds, No. 1	@ 11	@ 15 1/2
Steer rounds, No. 2	@ 11	@ 15
Steer chucks, prime	@ 11	
Steer chucks, No. 1	@ 9	@ 14
Steer chucks, No. 2	@ 8 1/2	@ 12 1/2
Cow rounds	@ 9 1/2	@ 10 1/2
Cow chucks	@ 7 1/2	@ 10 1/2
Steer plates	@ 9	@ 10
Medium plates	@ 4 1/2	@ 8
Briskets, No. 1	@ 13 1/2	@ 16
Steer navel ends	@ 6	@ 7
Cow navel ends	@ 4	@ 7 1/2
Pure shanks	@ 8	@ 10
Hind shanks	@ 5	@ 8
Strip loins, No. 1, bbls.	@ 50	@ 55
Strip loins, No. 2	@ 40	@ 45
Sirloin butts, No. 1	@ 27	@ 35
Sirloin butts, No. 2	@ 18	@ 25
Beef tenderloins, No. 1	@ 60	@ 65
Beef tenderloins, No. 2	@ 50	@ 60
Rump butts	@ 18	@ 28
Flank steaks	@ 18	@ 28
Shoulder clods	@ 12 1/2	@ 12 1/2
Hanging tenderloin	@ 8	@ 10 1/2
Insides, green, 6 @ 6 lbs.	@ 14	@ 14 1/2
Outsides, green, 5 @ 6 lbs.	@ 9 1/2	@ 12 1/2
Knuckles, green, 5 @ 6 lbs.	@ 9	@ 13 1/2

Beef Products.

Brains (per lb.)	@ 6	@ 8
Hearts	@ 8	@ 9
Tongues	@ 15	@ 20
Sweetbreads	@ 18	@ 20
Ox-tails, per lb.	@ 12	@ 15
Fresh tripe, plain	@ 4	@ 8
Fresh tripe, H. C.	@ 9	@ 18
Livers	@ 13	@ 17
Kidneys, per lb.	@ 10	@ 11

Veal.

Choice carcasses	@ 14	@ 15
Good carcasses	@ 12	@ 14
Good saddles	@ 16	@ 23
Good racks	@ 10	@ 15
Medium racks	@ 8	@ 8

Veal Products.

Brains, each	@ 6	@ 7
Sweetbreads	@ 50	@ 50
Calf livers	@ 55	@ 60

Lamb.

Choice lambs	@ 15	@ 19
Medium lambs	@ 13	@ 17
Choice saddles	@ 17	@ 25
Medium saddles	@ 15	@ 22
Choice foers	@ 10	@ 13
Medium foers	@ 9	@ 12
Lamb fries, per lb.	@ 11	@ 16
Lamb tongues, per lb.	@ 10	@ 15
Lamb kidneys, per lb.	@ 15	@ 25

Mutton.

Heavy sheep	@ 4 1/2	@ 8
Light sheep	@ 7	@ 10
Heavy saddles	@ 5	@ 10
Light saddles	@ 8	@ 14
Heavy foers	@ 3	@ 6
Light foers	@ 4	@ 8
Mutton legs	@ 11	@ 18
Mutton loins	@ 7	@ 10
Mutton stew	@ 3	@ 6
Sheep tongues, per lb.	@ 10	@ 10
Sheep heads, each	@ 12	@ 10

Fresh Pork, Etc.

Pork loins, 8 @ 10 lbs. av.	@ 8	@ 14
Picnic shoulders	@ 8 1/2	@ 15
Skinned shoulders	@ 7	@ 11
Tenderloins	@ 33	@ 35
Spare ribs	@ 5 1/2	@ 8
Back fat	@ 7	@ 10
Boston butts	@ 7 1/2	@ 14
Boneless butts, cellular trim, 2 @ 4	@ 11	@ 19
Hocks	@ 7	@ 10
Tails	@ 6 1/2	@ 10
Neck bones	@ 3	@ 5
Slip bones	@ 9	@ 13
Blade bones	@ 7 1/2	@ 11
Pigs' feet	@ 3	@ 5
Kidneys, per lb.	@ 5	@ 8
Livers	@ 2 1/2	@ 7
Brains	@ 4 1/2	@ 12
Ears	@ 5	@ 5
Snouts	@ 5	@ 7
Heads	@ 5	@ 9

DOMESTIC SAUSAGE.

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons	@ 21
Country style sausage, fresh in link	@ 18
Country style sausage, fresh in bulk	@ 17
Country style pork sausage, smoked	@ 16
Frankfurts in sheep casings	@ 15
Frankfurts in hog casings	@ 14 1/2
Bologna in beef bungs, choice	@ 16
Bologna in cloth, parafined, choice	@ 16
Bologna in beef middles, choice	@ 16
Liver sausage in hog bungs	@ 15
Smoked liver sausage in hog bungs	@ 18
Liver sausage in beef rounds	@ 12 1/2
Head cheese	@ 12
New England luncheon specialty	@ 19
Mixed luncheon specialty, choice	@ 15
Tongue sausage	@ 19
Blood sausage	@ 15
Sausage	@ 15 1/2
Pollard sausage	@ 16

DRY SAUSAGE.

Cervelat, choice, in hog bungs	@ 38
Thuringer cervelat	@ 18 1/2
Farmer	@ 23
Holsteiner	@ 22
B. C. salami, choice	@ 37
Milano salami, choice, in hog bungs	@ 31
B. C. salami, new condition	@ 16 1/2
Prisces, choice, in hog middles	@ 29
Genoa style salami	@ 40
Pepperoni	@ 27
Mortadella, new condition	@ 18 1/2
Capicola	@ 36
Italian style hams	@ 30
Virginia hams	@ 39

SAUSAGE MATERIALS.

Regular pork trimmings	3 1/2 @ 4
Special lean pork trimmings	@ 6 1/2
Extra lean pork trimmings	@ 7 1/2
Neck bone trimmings	4 1/2 @ 5 1/2
Pork cheek meat	@ 3 1/2
Pork hearts	@ 2
Pork livers	@ 1
Native boneless bull meat (heavy)	@ 7
Boneless chucks	@ 5 1/2
Shank meat	@ 5 1/2
Beef trimmings	@ 3 1/2
Beef hearts	@ 3 1/2
Beef cheeks (trimmed)	2 1/2 @ 3
Dressed canners, 350 lbs. and up	@ 4
Dressed cutter cows, 400 lbs. and up	@ 4 1/2
Dr. bologna hams, 600 lbs. and up	@ 5 1/2
Beef tripe	@ 20
Pork tongues, canner trim S. P.	@ 4 1/2

SAUSAGE CASINGS.

(F. O. B. CHICAGO)

(Wholesale lots. Usual advances for smaller quantities.)

Beef casings:	
Domestic rounds, 180 pack	@ 33
Domestic rounds, 140 pack	@ 35
Export rounds, wide	@ 51
Export rounds, medium	@ 26
Export rounds, narrow	@ 32
No. 1 weaners	@ 12
No. 2 weaners	@ 97
No. 1 bungs	@ 18
No. 2 bungs	@ 12
Middles, regular	@ 96
Middles, select, wide, 3 @ 2 1/2 in. diameter	@ 1.25
Middles, select, extra wide, 2 1/2 in. and over	@ 2.25
Dried bladders:	
12-15 in. wide, flat	@ 1.70
10-12 in. wide, flat	@ 1.20
8-10 in. wide, flat	@ .55
6-8 in. wide, flat	@ .45
Hog casings:	
Narrow, per 100 yds.	@ 2.75
Narrow, special, per 100 yds.	@ 2.25
Medium, regular	@ 1.10
Wide, per 100 yds.	@ .70
Extra wide, per 100 yds.	@ .75
Export bungs	@ .30
Large prime bungs	@ .22
Medium prime bungs	@ .12
Small prime bungs	@ 6 1/2 @ 7
Middles, per set	@ 20
Stomachs	@ .08

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate	@ 4.50
Large tins, 1 to crate	@ 5.00
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate	@ 5.75
Large tins, 1 to crate	@ 6.75
Smoked link sausage in hog casings—	
Small tins, 2 to crate	@ 4.75
Large tins, 1 to crate	@ 5.75

DRY SALT MEATS.

Extra short clears	@ 5 1/2
Extra short ribs	@ 5 1/2
Short clear middles, 60-lb. av.	@ 7
Clear bellies, 15 @ 20 lbs.	@ 2 1/2
Clear bellies, 14 @ 16 lbs.	@ 1 1/2
Rib bellies, 20 @ 25 lbs.	@ 5 1/2
Rib bellies, 25 @ 30 lbs.	@ 5 1/2
Fat backs, 10 @ 12 lbs.	@ 4 1/2
Fat backs, 14 @ 16 lbs.	@ 6 1/2
Regular plates	@ 4 1/2
Butts	@ 3 1/2

WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14 @ 16 lbs.	@ 15 1/2
Fancy skd. hams, 14 @ 16 lbs.	@ 17 1/2
Standard reg. hams, 14 @ 16 lbs.	@ 14
Picnics, 4 @ 8 lbs.	@ 11
Fancy bacon, 6 @ 8 lbs.	@ 18
Standard bacon, 6 @ 8 lbs.	@ 13
No. 1 beef ham sets, smoked—	
Insides, 8 @ 12 lbs.	@ 35
Outsides, 5 @ 9 lbs.	@ 24
Knuckles, 5 @ 9 lbs.	@ 28
Cooked hams, choice, skin on, fattened	@ 22
Cooked hams, choice, skinless, fattened	@ 24
Cooked picnics, skin on, fattened	@ 17
Cooked picnics, skinned, fattened	@ 18
Cooked loin roll, smoked	@ 20

BARBELED PORK AND BEEF.

Mesa pork, regular	\$ @ 14.00
Family back pork, 24 to 34 pieces	@ 19.00
Family back pork, 35 to 45 pieces	@ 18.00
Clear back pork, 40 to 50 pieces	@ 15.00
Clear plate pork, 25 to 35 pieces	@ 13.00
Brisket pork	@ 12.00
Bean pork	@ 11.00
Plate beef	@ 14.50
Extra plate beef, 200 lb. bbls.	@ 15.50

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.	@ 12.00
Honeycomb tripe, 200-lb. bbl.	@ 15.00
Pocket honeycomb tripe, 200-lb. bbl.	@ 17.00
Pork feet, 200-lb. bbl.	@ 16.50
Pork tongues, 200-lb. bbl.	@ 35.00
Lamb tongues, long cut, 200-lb. bbl.	@ 30.00
Lamb tongues, short cut, 200-lb. bbl.	@ 37.00

OLEOMARGARINE.

White animal fat margarine in 1-lb. cans, rolls or prints, f.o.b. Chicago	@ 12
Nut, 1-lb. cartons, f.o.b. Chicago	@ 10
(30 and 60-lb. solid packed tubs, 1c per lb. less.)	
Pastry, 60-lb. tubs, f.o.b. Chicago	@ 12

LARD.

Prime steam, cash (Bd. Trade)	@ 4.72 1/2
Prime steam, loose (Bd. Trade)	@ 4.12 1/2
Kettle, rendered, tierces, f.o.b. Chgo.	@ 6 1/2
Refined lard, tierces, f.o.b. Chicago	@ 5 1/2
Leaf, kettle rendered, tierces, f.o.b. Chicago	@ 6 1/2
Neutral, in tierces, f.o.b. Chicago	@ 6 1/2
Compound, vegetable, tierces, c.a.f.	@ 6 1/2

OLEO OIL AND STEARINE.

Oleo stocks	@ 6
Prime No. 1 oleo oil	@ 5 1/2
Prime No. 2 oleo oil	@ 5 1/2
Prime No. 3 oleo oil	@ 5 1/2
Prime oleo stearine, edible	@ 4 1/2

TALLOWES AND GREASES.

(In Tank Cars or Drums.)

Eddie tallow, under 1% acid, 45 titre	@ 4
Prime packers' tallow	@ 3 1/2
No. 1 tallow, 10% f.f.a.	@ 2 1/2
No. 2 tallow, 40% f.f.a.	@ 2 1/2
Choice white grease	@ 2 1/2
A-White grease	@ 2 1/2
B-White grease, max. 5% acid	@ 2 1/2
Yellow grease, 10 @ 15%	@ 1 1/2
Brown grease, 40% f.f.a.	@ 1 1/2

VEGETABLE OILS.

Crude cottonseed oil in tanks, f.o.b.	
Valley, points, prompt	3 1/2 @ 3 1/2
White, deodorized, in bbls., f.o.b. Chgo.	@ 6 1/2
Yellow, deodorized	@ 6 1/2
Soy stock, 50% f.f.a., f.o.b.	@ 1
Corn oil, in tanks, f.o.b. mills	@ 3 1/2
Soya bean oil, f.o.b. mills	@ 2 1/2
Cocoonut oil, seller's tanks, f.o.b. coast	@ 3 1/2
Refined in bbls., f.o.b. Chicago	@ 7

Retail Section

Get Out of That Old Rut Dealer Must Watch and Learn If He Wants to Stay in Business

By John C. Cutting,
Advertising Manager Wilson & Co.

Two Irishmen draped themselves around a restaurant table and glimpsed the menu card. A Gaelic lass tripped merrily toward them, bearing steaming hot links of pork sausage and wheat cakes. 'Twas snappy weather, and other diners were bending over meat-laden dishes full of sinew satisfaction. Bus boys were as active as sparrows at the Stock Yards.

"And you enjoyed this evening, Mike?" queried Cassidy.

"Faith, an' them fellows said something for us to remember," replied the genial proprietor of O'Toole's Fancy Meat Market.

"You said it, Mike." The packing-house salesman had invited Michael O'Toole, one of his customers, to accompany him to one of the regular meetings of the Lions' Club. It had been a special meeting with several speakers on business topics.

"Listen, Harp, these sausages have got flavor and I'm going to punish another order."

Tell Customers About It.

"Glad to have you admit that," Cassidy replied, "for this restaurant buys the same sausages I sell you. And another thing, red nose," Cassidy continued, "if you'd tell all your customers just how good our sausages are you'd have them buying more."

"You mean I should repeat over and over to Mrs. Skolinsky, Mrs. Applebaum, Mrs. Zilch and a dozen others: 'Listen, ladies, such a nize treat for you today I have—sausages—and ladies, meat is now the cheapest in years, and forget the water that's gone over the dam, because a stitch in time saves eight or nine, or maybe is worth two in the bush—'"

"Stop! Stop!" shrieked the packer salesman. "Just because I take you out and expose you to a little education, you act like that? Somebody once chirped that a little learning is a dangerous thing. And if that's so, you're on the brink of a rampage."

"Didn't I hear just those words to-night at the meeting?" asked the Big Irishman.

Learn the Lesson Now.

"You did," Cassidy shot back, "but 'twas a little something from each of the speakers. For instance, that dam business you referred to. The speaker said: 'It is the water above the dam

which holds the power. The future—the glorious, rosy future—is the alluring period. The next eleven months, the coming year, the decade just started, hold the promise of profits and sales in which business men are interested.'"

"And what did that fellow chirp about a stitch in time?" asked O'Toole.

"I'm glad you mentioned that," said Cassidy. "I believe it went this way: 'The independent retail food dealers of the country have had ample opportunity—yes, even before the depression—to plug up the leaks simply by copying some of the methods of the more aggressive independents, or the chains, for that matter. If 'a stitch in time saves nine' means anything, the retailers had better get out their needles and get going on a little plain and fancy hemstitching.'"

"Me, Michael O'Toole, should copy anybody? Me, with the blood of Gaelic warriors in my veins . . ."

"Sure, you should," interrupted the salesman, "and there's no copyright on up-to-date business methods, and if you don't change your's, you're just sucking 'round for a life membership in the Illinois Antique Society."

Anything to Get Action.

"Harsh words, them, Dennis," said O'Toole, "and if I wasn't your guest tonight I'd probably bounce a brick off your head."

"That's the kind of talk, Mike. If



KEEP THE CUSTOMER INFORMED.

"You don't have to fill her full of hooley," says salesman Cassidy. "But you ought to let her know you're up-to-date."

there's any other way to insult you and stimulate you to action—any kind of action—I will feel the time well spent. You must break away from your old-style lethargic routine. Change the appearance of your store. Drape yourself around a colored frock. Wear nose glasses with a black ribbon—anything to get attention!"

"Maybe there's something in what you say, Dennis. But nix on the black ribbon. That's out."

Another Cassidy and O'Toole story will appear in an early issue of THE NATIONAL PROVISIONER.

DISTORTED MEAT PRICE FACTS.

Recently throughout the country there has appeared in a number of newspapers a story reporting that a certain Colorado producer sold seven "lambs" at the Denver stock yards for which he was paid \$3.30, and for which he received 75c after paying cost. The story further stated that the meat from the seven animals was later sold to consumers for a total of \$83.70.

The Institute of American Meat Packers investigated the facts of this case and developed information that quite emphatically refutes the inference in the story that there was an unfair margin of profit. The information developed by the Institute is recorded in a letter sent by the Institute to all newspapers and other publications carrying the story. Facts contained in this letter included the following:

"The shipment to the Denver stock yards consisted of two cull lambs and five old ewes of poor quality. The ewes in the shipment were combined with another lot of three ewes and two wethers, and sold to a packing company which is a member of this organization. The lambs were sold to someone else.

"The packing company which purchased the five ewes as part of a lot of ten animals reported that six of the lot were declared by government inspectors to be unfit for food and were rendered into inedible product. The other four were of such poor quality as to produce only 122 pounds of meat which, selling at 3½ cents a pound, brought a total of \$4.27. This sum was substantially less than the packer paid for the ten animals.

"The story also stated that investigators of the United States Department of Agriculture in Washington, 'taking up the trail, traced the lambs to retail markets and discovered that the meat from them was sold to consumers for a total of \$83.70.'

"This is a misstatement. So far as

we have been able to ascertain, no investigation ever was made. The only thing approaching an investigation, according to the testimony of John Simpson, president of the National Farmers' Union, before the Senate Committee on Agriculture, was a computation made on the back of the sales bill of the ewes by a government employee at the packing plant which bought the sheep. This computation, made without investigation, indicated that the meat might be sold to consumers for \$83.70.

"As a matter of further fact, on the day that these inferior, aged ewes were sold to the packing company at fifty cents a cwt., good to choice young lambs were sold on that same market for \$6.75 per hundred pounds. It is apparent on the face of it that the computation, if made by a government employee, must have been based on the price of good to choice live lambs. It would not be possible to sell the meat from inferior aged ewes as choice lamb."

NEWS OF THE RETAILERS.

Charles Maciejewski, Berlin, Wis., has recently become owner of Maciejewski Brothers meat market, buying out his brother Guy's interest.

Oscar U. Hockaday and George Kramer took possession of the Sanitary Meat Market, Manchester, Ia., February 1. The market was conducted for years by F. Haselman and Son.

Holzman Brothers, grocers of Fond du Lac, Wis., announce the opening of a cash and carry meat market in remodeled quarters at 367 N. Main st., adjacent to their present store. A complete line of fresh and smoked meats will be carried under the management of Fred Becker who has been engaged in the meat business for 12 years.

G. E. Wells and son have purchased the L. L. Steele grocery and meat market at Iowa Falls, Ia.

D. C. Williamson will operate a grocery and meat market at 930 East Main st., Danville, Ill.

A branch meat market will be opened by Frank Dziejwior at Prescott, Wis.

J. F. Wormet, Randolph, Wis., will move his City Cash Market into the A. L. VanDyke Building on March 1 where he will carry his same line of meats and in addition will take over the grocery stock of Van Dyke's Cash and Carry Store.

Sell's Grocery and Market, 411 North Jefferson st., Huntington, Ind., Harmon L. Sell, owner, was opened to the public January 30 in completely remodeled quarters. In the rear of the store is the meat market containing a modern electric refrigerating system.

A. J. Ambrosius, De Pere, Wis., is installing necessary coolers, meat block, counters and other equipment in anticipation to his opening of a meat market in the immediate future in the store building formerly occupied by Gus Van Susteren.

Kollner, Inc., will open its 55th meat market at 147-05 Jamaica ave, Jamaica, N. Y. The chain extends through Long Island.

F. E. Denby's meat market, Clinton, Ia., has been sold to J. Krongard.

J. W. Long has opened a grocery and meat market at Corning, Ia.



BOOSTERS FOR NATIONAL MEAT DEALERS' CONVENTION.

Unusual interest in the 1932 convention of the National Retail Meat Dealers' Association is being manifested. The meeting will be held at Toledo in May and plans already are under way. This picture shows a group of Detroit boosters who visited Toledo last week to help the plans along. The white coats are Detroit dealers. Those in plain clothes, left to right: August Schmidt, Toledo; Otto Muhlenbruch, Chicago; A. J. Kaiser, Chicago; Gus Williamson, F. G. Leydorf, Philip Prove and Gottfried Scharf, Toledo.

L. L. Steele meat and grocery at Iowa Falls, Ia., has been sold to Wells and Sons.

Tittle Bros. Meat Market, Rochester, Minn., has been damaged by fire.

Chas. Herda's meat market at Devils Lake, N. D., has been destroyed by fire.

John Goding's meat and grocery store, Hot Springs, S. D., has been sold to William Hughes.

Schmidt's Food Shop, handling groceries and meats and other commodities, has been opened at the foot of Wauwatosa ave., Wauwatosa, Wis.

M. D. Powell has opened Lincoln Street Grocery & Market at 393 E. 50th st., Portland, Ore.

J. L. Busick & Sons Meat Market, Court and N. Commercial st., Salem, Ore., has been damaged by fire to the extent of \$2,000. The loss is covered by insurance.

Tell This to Your Customers

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

SAUSAGE AND CHEESE TOAST.

Prick the sausages with a fork, and place them in a frying pan in a moderate oven (350° F.). When browned on one side, turn the sausages and brown on the other. Meanwhile, toast a slice of bread for each service. Place a thin slice of American Cheese on each slice of toast. When the sausages are about done, place the toast in the oven to melt the cheese. Remove from the oven, and serve the sausages on the toast.

TO REDUCE WEIGHING ERRORS.

No doubt many inaccuracies occur in retail stores when reading small numbers and fine line graduations on chart scales equipped with an ordinary lens. To lessen such errors the Toledo Scale Co., Toledo, O., recently has developed a device, known as the Safetylens, to make chart reading on cylinder scales easier, quicker and more accurate. This new feature, which can be attached to present models of Toledo cylinder scales, doubles the size of the figures on the computing chart.

Several definite advantages are claimed for this device. Figures are enlarged to approximately twice their former size, and the reader is given greater clarity of vision. Thus faulty computation on the part of the clerks is lessened. Also it facilitates accuracy during rush hours when the clerks are busy. In construction, the Safetylens is a double spherical lens mounted in a chromium plated frame. The glass is of high quality, it is said, and made to specifications by one of the largest makers of optical lenses. It can be furnished on any model of Toledo cylinder scale now in use.

With the addition of this lens, three-way reading protection is afforded to guard profits in the retail store. First is the electric indicator which throws a bright light on the scale when any load is placed on the platform. Second is the "Sure Reader," composed of a sighting wire and a reading wire, which assures more correct reading whether by tall or short clerks. Third is the safety lens just described. These three features combine to give merchants a complete system of profit protection.

New York Section

AMONG RETAIL MEAT DEALERS.

At its meeting on Thursday of last week the Brooklyn Branch inaugurated a pinochle tournament. The contestants will play at each meeting up to May when some wonderful prizes will be awarded. About ten tables started under direction of Frank Adcock. State President David Van Gelder gave a talk on modern advertising plans.

The principal order of business at the meeting of South Brooklyn Branch on Tuesday was the talk on modern advertising plans by State President David Van Gelder. An interesting report was made of the annual meeting of calfskin association, which had declared a good dividend. The ball committee made its last report before the big event at the St. George on February 7. There was a drawing for a Stetson hat but whether Joe Rossman will have the brim and Harold Goldman the crown, or vice versa is left entirely to those gentlemen. One had a six and the other a nine but which was which is the question.

Rudolph Schumacher, member of

Bronx Branch, has opened an attractive shop at 644 Yonkers avenue, Yonkers, N. Y. It will be known as the Alida market. Mr. Schumacher has a host of friends and they are wishing him the best of luck in his new location.

Mrs. Fred Schneider, one of the active Jamaica members of the Ladies' Auxiliary, celebrated a birthday on January 29.

William Ziegler, member of Ye Olde New York Branch, celebrated a birthday on February 2 with best wishes of many friends.

ITALIAN BEEF QUOTAS.

Because of low prices of Italian cattle and in order to prevent foreign competition wherever possible, on January 1, 1932, Italy put into effect a decree which requires that out of every 100 head of cattle slaughtered in Italian municipal slaughterhouses, at least 85 must be of domestic origin. The measure is designed to limit the marketing in Italy of cattle from Yugoslavia, Hungary and Rumania.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on Feb. 4, 1932:

Fresh Beef:	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
YEARLINGS: (1) (300-550 lbs.):				
Choice	\$14.00@17.00		\$12.50@15.50	
Good	10.00@14.00		10.00@12.50	
Medium	9.00@10.00			
STEERS (550-700 lbs.):				
Choice	14.00@17.00		12.50@15.50	\$14.00@15.00
Good	10.00@14.00		10.00@12.50	10.50@13.00
STEERS (700 lbs. up):				
Choice	13.00@15.50	\$13.00@14.50	13.00@16.00	14.00@15.00
Good	10.00@13.00	11.50@13.00	10.50@13.00	10.50@13.00
STEERS (500 lbs. up):				
Choice	8.50@10.60	9.50@11.50	9.00@10.00	8.50@10.00
Medium	7.50@8.50	8.50@9.50	8.00@9.00	
COWS:				
Good	7.50@9.00	7.00@7.50	8.00@9.00	8.00@9.00
Medium	6.50@7.50	6.50@7.00	7.00@8.00	7.00@8.00
Common	5.50@6.50	6.00@6.50	6.00@7.00	6.50@7.00
Fresh Veal Carcasses:				
VEAL (2):				
Choice	12.00@13.00	14.00@15.00	14.00@16.00	14.00@15.00
Good	10.50@12.00	12.00@14.00	12.00@14.00	13.00@14.00
Medium	9.00@10.50	10.00@12.00	10.00@12.00	11.00@12.00
Common	7.50@9.00	9.00@10.00	8.00@10.00	9.00@11.00
Fresh Lamb and Mutton:				
LAMB (38 lbs. down):				
Choice	12.50@13.50	12.00@13.00	12.50@13.50	14.00@15.00
Good	11.50@13.00	11.00@12.00	12.00@12.50	13.00@14.00
Medium	11.00@12.00	10.00@11.00	11.00@12.00	11.00@12.00
Common	9.50@11.00	9.00@10.00	10.00@11.00	10.00@11.00
LAMB (38-45 lbs.):				
Choice	12.50@13.50	12.00@13.00	12.50@13.50	14.00@15.00
Good	11.50@13.00	11.00@12.00	12.00@12.50	13.00@14.00
Medium	11.00@12.00	10.00@11.00	11.00@12.00	11.00@12.00
Common	9.50@11.00	9.00@10.00	10.00@11.00	10.00@11.00
LAMB (46-55 lbs.):				
Choice	11.50@12.50	11.00@12.50	12.50@13.00	12.00@13.00
Good	10.50@11.50	10.00@11.50	12.00@12.50	11.00@12.00
MUTTON (Ewe) 70 lbs. down:				
Good	7.00@9.00	8.00@9.00	7.50@8.00	7.00@8.00
Medium	6.00@7.00	7.00@8.00	6.00@7.50	6.00@7.00
Common	5.00@6.00	5.00@6.00	5.00@6.00	5.00@6.00
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av.	8.00@10.00	9.00@9.50	9.00@10.50	8.50@9.00
10-12 lbs. av.	8.00@10.00	9.00@9.50	8.50@10.00	8.50@9.00
12-15 lbs. av.	7.00@8.00	8.50@9.00	8.00@9.00	8.00@8.50
16-22 lbs. av.	7.00@7.50	7.00@8.00	7.00@8.00	7.00@8.00
SHOULDERS, N. Y. Style, Skinned:				
8-12 lbs. av.	5.50@6.50		7.00@8.50	7.50@9.00
PICNICS:				
6-8 lbs. av.		7.50@8.50		7.00@8.00
BUTTS, Boston Style:				
4-8 lbs. av.	6.50@8.00		8.00@9.50	8.50@10.00
SPARE RIBS:				
Half Sheets	5.00@7.00			
TRIMMINGS:				
Regular	3.00@3.50			
Lean	5.00@7.00			

(1) Includes heifer yearlings 450 pounds down at Chicago. (2) Includes "skins on" at New York and Chicago.

PACKERS' EASTERN MEETING.

John W. Rath, Chairman of the Board of the Institute of American Meat Packers, will be a speaker at the divisional meeting of the Institute which will be held in New York City on Friday, February 12, at the Hotel Pennsylvania.

Arthur Fisher, of the law firm of Butler, Pope, Ballard & Elting, counsel to the Institute on trade practice subjects, will discuss the code of trade practices of the American meat packing industry. A feature of Mr. Fisher's part in the program will be a question and answer period that he will conduct after he talks.

The regions of the Institute co-operating in this divisional meeting are the New England region, New York City region, Philadelphia region and Baltimore-Washington region.

NEW YORK NEWS NOTES.

Albert Kahn of the E. Kahn's Sons Co., Cincinnati, Ohio, visited New York during the past week.

R. L. Ozenberger, beef, lamb and veal department, Swift & Company, Chicago, was in New York last week.

P. W. Seyl, credit department, Wilson & Co., Chicago, visited New York for a few days during the past week.

President Samuel Slotkin, Hygrade Food Products Corporation, spent several days in Chicago during the past week.

Frank M. Firor, president, F. M. Firor, Inc., is spending several days in Atlantic City recuperating from a recent illness.

Miss I. M. Cromie, secretary to president Samuel Slotkin, Hygrade Food Products Corporation, has been confined to her home for several days with a very bad cold.

Visitors to Armour and Company, New York, during the past week included Comptroller E. L. Lalumier, and G. G. McKnight and W. G. Winkler of the pork department, Chicago.

The Manhattan Sanitary Inspection Association will hold its annual meeting and election of officers on February 18 in the rooms of the association, 441 Lexington Avenue, New York.

B. Meier & Son, 534 Westchester Avenue, New York, are meeting with marked success in the merchandising of the Broadcast brand of hash and other products which they are distributing for the Illinois Meat Company.

Meat, fish and poultry seized and destroyed by the health department of the City of New York during the week ended January 30, 1932, was as follows: Meat.—Brooklyn, 4 lbs.; Manhattan, 1,405 lbs.; Bronx, 2 lbs.; Richmond, 20 lbs.; total, 1,431 lbs. Fish.—Brooklyn, 25 lbs.; Manhattan, 35 lbs.; total, 60 lbs. Poultry.—Brooklyn, 11 lbs.; Manhattan, 129 lbs.; total, 146 lbs.

TRADE GLEANINGS

Huber Packing Co., Medford, Ore., opened February 1 in its new \$50,000 plant and building.

Swift & Co. recently purchased the plant of the Bellman Produce Company at Watertown, S. D.

A \$250,000 abattoir center will be erected at 35th and Reed sts., Philadelphia, Pa., by the United Butchers' Abattoir, Inc.

The Hanson Packing Co., Butte, Mont., has installed a production unit for quick-freezing meats by the Birds-eye process.

Hayward Meat Company has leased the Metzger Packing Co. plant in South San Francisco, Calif., and will start operating on April 1.

David Davies' meat packing establishment, Columbus, O., is completing a large modern garage building for the care of its trucks and automobiles.

W. C. Kirkpatrick has been elected a director of Adolf Gobel, Inc., New York, N. Y., succeeding Rodney Hitt. Albert H. Merkel was elected a vice-president.

D. E. Nebergall Meat Co. of Albany, Ore., has taken over a slaughter house at Coburg Road, Eugene, Ore., and is using it as a wholesale house for meat products.

Brownsville Kosher Provision Co. has been incorporated recently by L. J. Lipstein with capital stock of \$20,000, to operate in the Brownsville section of New York City.

Rognes packing plant, Madison, S. D., has recently been placed in operation and meat packing and curing begun by Gilbert and Chris Rognes, partners in the Rognes Packing Co.

By a unanimous vote, the board of adjustment of Sedalia, Mo., approved recently the erection of the Stafford stock yards in southwest Sedalia, and the Crocker-Wallace packing plant and stock yards in northwest Sedalia.

At the annual meeting recently of the Perry Packing and Provision Co., Perry, Ia., Jens Jensen was re-elected president, F. W. Bailey was made vice-president and B. Golden secretary, treasurer and manager of the sales department.

Fred Usinger, Inc., Milwaukee, Wis., has been incorporated with a capital stock of \$210,000 to succeed the old-time partnership of Fred Usinger. The incorporators are Fred Usinger, Jr., Otto H. Schwartz and Howard T. Foulkes.

The Blue Ribbon Sausage Co., Scranton, Pa., will open for business February 8 in the newly-rebuilt and renovated quarters of the manufacturing plant of the Franklin Beef Co. Owners of the company are A. G. Weier and H. A. Lodesky, who will have charge of sausage operations and sales respectively.

Kaw Packing Co., Topeka, Kas., announces at the end of its first year of business following reorganization an increase in production and an enlarged sales territory. In addition the plant has been remodeled and departments enlarged. The company now has a capacity of approximately 100 hogs a day and 200 cattle a week.

At the annual stockholders' meeting of the Jacobs Packing Co., Nashville, Tenn., the following were elected to the board of directors: George S. Jacobs,

president; Clark Fox, vice-president; Jack White, secretary; James E. Petre, treasurer; E. G. Graves, R. E. Smith, E. C. Fox, Joe S. Boyd, and James W. Napier. The company manufactures hams, bacon, lard and other packing products under "Peerless" and "Preferred" brands.

NEWHOF PLANS NEW ABATTOIR.

An abattoir building to cost about \$300,000 will be built by Lewis Newhof & Son, at Albany, N. Y., to replace the plant now in use. The new construction will not include coolers, a modern cooler building having been constructed at a cost of \$200,000 only about eight years ago.

Decision to go ahead with new construction by this 60-year old company, whose plant is now in the heart of the city, was made after the city council, by unanimous vote, had granted permission for operation under certain restrictions. An action to stop the slaughtering of cattle on the premises was brought against the company about a year ago, but the company never was prevented from doing business, although the case was carried through several courts.

The permit to operate carries with it provisions that slaughtering of cattle shall be conducted so that no offensive or noxious odors shall arise, no sheep or swine shall be slaughtered, and cattle slaughter must be done between 8 a. m. and 6 p. m. Buildings in which the cattle are housed must be soundproof.

Clark Stadler, of the Stadler Engineering Co., New York City, will design the new abattoir building and superintend its construction.

U. S. TURKEY IMPORTS.

The United States has been the largest buyer of frozen Argentine turkeys during each of the last four years. In 1931 out of a total shipment of 50,962 cases, 38,804 came to the United States. The 1930 shipment consisted of 14,051 cases out of a total of 20,700; 1929, 32,765 cases to the United States and

only 4,777 to other countries. In 1928 there were shipped 28,866 cases, 24,632 of which came to the United States. The turkeys are packed 8 to the case. The 1931 shipments totaled 4,828,093 lbs., or an average of 124.4 lbs. per case.

As the killing of Argentine turkeys usually begins in May or June and continues to early September, turkeys from 5 to 8 months old find a market in the United States before the heavy movement of domestic turkeys begins in this country. A duty of 12c per pound is charged against these shipments.

U. S. CHEESE CONSUMPTION.

Cheese manufacturers, totaling 2,352, had total sales of \$120,703,000, 76.4 per cent of which were made to wholesalers and to branch or other wholesale establishments owned or controlled by or affiliated with the plant, according to the 1930 Census of Distribution. Industrial consumers, such as manufacturers of food products, hotels, restaurants, etc., accounted for 8.1 per cent; household consumers 7.3 per cent; retailers 6.6 per cent and manufacturer's own retail branches 1.6. Of the total distribution, 3.5 per cent was made through manufacturers' agents, selling agents, brokers or commission houses, 96.5 per cent being sold direct to sales branches, dealers or consumers.

In addition to the 2,352 factories there were 406 plants with a production of \$10,357,000 whose sales could not be classified according to types of purchasers.

THE WURST EVER.*

Did your palate ever grapple
With our Philadelphia Scrapple,
Or the wholesome flavor of our juicy
Franks?

Have you tried our Sandwich Spread
Twixt the slices of your bread?
If so, we're in line for gratitude and
thanks.

Should you crave cuisine relief,
Try our well prepared Corned Beef
Just to save yourself some necessary cash;
We can give it to you pressed,
Just as easy to digest
As our famous Blayne-Murphy Corned
Beef Hash.

Also "fortify your house"
With a portion of our Souze,
Stock your larder with our good nutritious
Loaves;
Specialties, prepared and cooked,
Nothing tasteful overlooked,
These will bring the epicures to you in
droves.

Quell the "hunger-sense" bacilli
With a platter of our Chilli,
Never, never be indebted to your craw;
Keep our Sausage on your menus,
It's the kind that all "he-men" use,
Made according to U. S. inspected law.

Do yourself a lasting favor,
Try our own "distinctive flavor."
In our "Mayflower," baked or boiled, de-
licious Ham,
You'll be happy in the venture,
Never chide yourself, or censure
The intent of this well-meaning meat-o-
gram.

—JOHN ARNOLD BUTLER.

*The pun is on the verse, not on the product, says the author. He does not apologize, however, for using his company's brands to make the metre scan.—EDITOR.

We hung a guy
yesterday for
talking depression.
P.S. We've still
got the rope!

CANNING MACHINERY
& SUPPLIES ASSOCIATION

A GOOD MOTTO FOR ANYBODY.

This was one of the signs at the Canners' Exposition in Chicago that attracted a lot of attention.

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, medium.....	\$ 5.50@ 7.00
Cows, common to medium.....	3.25@ 4.50
Bulls, cutter, common and medium.....	2.50@ 4.25

LIVE CALVES.

Vealers, good to choice.....	10.00@11.00
Vealers, medium.....	7.50@ 8.50

LIVE LAMBS.

Lambs, good to choice.....	\$ 7.15@ 7.40
Lambs, medium.....	5.75@ 6.50
Lambs, common.....	4.50@ 5.50

LIVE HOGS.

Hogs, 160-200 lbs.....	@ 4.75
------------------------	--------

DRESSED HOGS.

Hogs, 90-140 lbs., good to choice.....	6.50@ 7.00
--	------------

DRESSED BEEF.

CITY DRESSED.

Choice, native, heavy.....	17 @18
Choice, native, light.....	17 @18
Native, common to fair.....	14 @16

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.....	15 @17
Native choice yearlings, 440@600 lbs.....	17 @18
Good to choice heifers.....	14 @15
Good to choice cows.....	11 @12
Common to fair cows.....	8 @9
Fresh bologna bulls.....	8 @9

BEEF CUTS.

	Western.	City.
No. 1 ribs.....	22 @24	24 @25
No. 2 ribs.....	19 @21	20 @22
No. 3 ribs.....	16 @18	16 @18
No. 1 loins.....	28 @30	30 @32
No. 2 loins.....	22 @24	26 @28
No. 3 loins.....	18 @20	22 @24
No. 1 hinds and ribs.....	18 @21	18 @23
No. 2 hinds and ribs.....	14 @17	14 @17
No. 3 hinds and ribs.....	10 @12	10 @12
No. 1 rounds.....	11 @12	11 @12
No. 2 rounds.....	11 @12	10 @11
No. 3 rounds.....	9 @10	9 @10
No. 1 chuck.....	12 @13	11 @13
No. 2 chuck.....	10 @11	10 @11
No. 3 chuck.....	8 @10	8 @9
Bolognas.....	7 @8	8 @9 1/2
Rolls, reg., 6@8 lbs. avg.....	22 @23	22 @23
Rolls, reg., 4@6 lbs. avg.....	17 @18	17 @18
Tenderloins, 4@6 lbs. avg.....	50 @52	50 @52
Tenderloins, 6@8 lbs. avg.....	50 @52	50 @52
Shoulder clods.....	11 @12	11 @12

DRESSED VEAL.

Choice.....	16 @18
Good.....	14 @16
Medium.....	12 @14
Common.....	10 @12

DRESSED SHEEP AND LAMBS.

Lambs, choice.....	13.50@14.50
Lambs, good.....	12.50@13.50
Sheep, good.....	7.50@ 8.00
Sheep, medium.....	6.00@ 7.50

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs.....	9 @10
Pork tenderloins, fresh.....	30 @35
Pork tenderloins, frozen.....	23 @25
Shoulders, city, 10@12 lb. avg.....	13 @15
Shoulders, Western, 10@12 lb. avg.....	8 @9
Butts, boneless, Western.....	11 @12
Butts, regular, Western.....	9 @10
Hams, Western, 10@12 lbs. av.....	11 @12
Hams, city, fresh, 6@10 lbs. av.....	13 @15
Picnic hams, Western, fresh, 6@8 lbs. average.....	8 @9
Pork trimmings, extra lean.....	10 @11
Pork trimmings, regular 50% lean.....	6 @7
Spareribs, fresh.....	7 @8

SMOKED MEATS.

Hams, 8-10 lbs. avg.....	16 @18
Hams, 10@12 lbs. avg.....	15 1/2@17
Hams, 12@14 lbs. avg.....	15 @16
Picnics, 4@6 lbs. avg.....	9 1/2@10 1/2
Picnics, 6@8 lbs. avg.....	9 1/2@10 1/2
Rollettes, 6@10 lbs. avg.....	22 @24
Beef tongue, light.....	24 @27
Beef tongue, heavy.....	24 @27
Bacon, boneless, Western.....	16 @18 1/2
Bacon, boneless, city.....	17 @20
City pickled bellies, 8@10 lbs. avg.....	14 @16

FANCY MEATS.

Fresh steer tongues, untrimmed.....	18c a pound
Fresh steer tongues, l. c. trim'd.....	35c a pound
Sweetbreads, beef.....	25c a pound
Sweetbreads, veal.....	60c a pair
Beef kidneys.....	15c a pound
Mutton kidneys.....	10c each
Livers, beef.....	41c a pound
Oxtails.....	15c a pound
Beef hanging tenders.....	28c a pound
Lamb fries.....	10c a pair

BUTCHERS' FAT.

Shop fat.....	@ .30 per cwt.
Breast fat.....	@ .50 per cwt.
Edible suet.....	@ .01 1/2 per lb.
Cond. suet.....	@ .75 per cwt.

GREEN CALFSKINS.

	5-9 1/2-12 1/2	12 1/2-14	14-18	18 up
Prime No. 1 veals.....	5 .75	.80	.85	1.25
Prime No. 2 veals.....	3 .55	.55	.60	1.00
Buttermilk No. 1.....	2 .45	.50	.55	....
Buttermilk No. 2.....	1 .50	.35	.40	....
Branded grub.....	1 .20	.25	.30	.40
Number 3.....	1 .15	.20	.25	.35

BUTTER.

Creamery, extra (92 score).....	@ 22
Creamery, firsts (88 to 90 score).....	@ 21 1/2
Creamery, seconds (84 to 87 score).....	@ 19
Creamery, lower grades.....	17 1/2 @18 1/2

EGGS.

(Mixed Colors.)

Extra, dozen.....	19 1/2 @20
Extra, firsts, dozen.....	18 @18 1/2
Firsts.....	18 1/2 @17 1/2
Checks.....	@ 12 1/2

LIVE POULTRY.

Fowls, colored, via express.....	@ 18
Broilers, Leghorns, via express.....	@ 18

DRESSED POULTRY.

FRESH KILLED.

Fowls—fresh—dry packed—12 to box—fair to good:

Western, 60 to 65 lbs. to dozen, lb.....	@ 21
Western, 48 to 54 lbs. to dozen, lb.....	@ 19
Western, 43 to 47 lbs. to dozen, lb.....	@ 17
Western, 36 to 42 lbs. to dozen, lb.....	@ 16
Western, 30 to 35 lbs. to dozen, lb.....	@ 15

Fowls—fresh—dry pkd.—12 to box—prime to fry:

Western, 60 to 65 lbs. to dozen, lb.....	@ 22
Western, 48 to 54 lbs. to dozen, lb.....	@ 22
Western, 43 to 47 lbs. to dozen, lb.....	@ 20
Western, 36 to 42 lbs. to dozen, lb.....	@ 19
Western, 30 to 35 lbs. to dozen, lb.....	@ 18

Chickens, fresh, 12 to box, fair to good:

Western, 21-24 lbs. to dozen, lb.....	@ 23
---------------------------------------	------

Ducks, frozen—

Long Island, No. 1.....	@ 19
-------------------------	------

Sonnas—

White, ungraded, per lb.....	@ 45
------------------------------	------

Turkeys, fresh—dry pkd.:

Young toms, choice.....	21 @24
Young hens, choice.....	21 @24

Fowls, frozen—dry pkd.—12 to box—prime to fry:

Western, 60 to 65 lbs. per lb.....	@ 22
Western, 48 to 54 lbs. per lb.....	@ 21
Western, 43 to 47 lbs. per lb.....	@ 20

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, week ended Jan. 28, 1932:

	Jan. 22	23	25	26	27	28
Chicago.....	22	22	21 1/2	21 1/2	21 1/2	21 1/2
N. Y.....	23	23	22 1/2	22 1/2	21	22
Boston.....	24	24	23 1/2	22 1/2	22	23
Phila.....	24	24	23 1/2	22 1/2	22	23

Wholesale price carlots—fresh centralized butter

—90 score at Chicago:

2	22	21 1/2	21 1/2	21 1/2
---	----	--------	--------	--------

Receipts of butter by cities (tubs):

	This week.	Last week.	Last year.	Since Jan. 1, 1932.
Chicago.....	35,350	38,906	30,300	225,877
N. Y.....	63,067	63,506	61,522	308,200
Boston.....	19,858	14,958	12,824	79,594
Phila.....	20,580	18,438	19,318	95,403

Total.....138,903 135,807 123,964 700,183 668,933

Cold storage movement (lbs.):

	In	Out	On hand	Same week-day last year.
	Jan. 28.	Jan. 28.	Jan. 29.	
Chicago.....	144,862	74,600	4,022,772	10,487,637
New York.....	51,660	26,572	2,362,062	6,100,690
Boston.....	17,255	12,073	1,012,347	3,335,586
Phila.....	40,862	8,412	997,351	1,386,178
Total.....	254,639	121,657	8,424,552	21,310,061

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, per ton ex vessel Atlantic ports.....	@ 22.00
Ammonium sulphate, double bags, per 100 lb. f.a.s. New York.....	@ 22.00
Blood dried, 15-16% per unit.....	@ 1.75
Fish scrap, dried, 11% ammonia, 10% B. P. L. f.o.b. fish factory.....	Nominal
Fish guano, foreign, 13@14% ammonia, 10% B. P. L.....	2.65 @ 10c
Fish scrap, acidulated, 6% ammonia, 3% A. P. A. Del'd Balt. & Norfolk.....	2.20 @ 20c
Soda Nitrate in bags, 100 lbs. spot.....	@ 1.77
Tankage, ground, 10% ammonia, 15% B. P. L. bulk.....	1.50 @ 10c
Tankage, unground, 9@10% ammonia.....	1.20 @ 10c

Phosphates.

Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.....	@ 18.50
Bone meal, raw, India, 4 1/2 and 50 bags, per ton, c.i.f.....	@ 18.75
Acid phosphate, bulk, f.o.b. Baltimore, per ton, 16% fat.....	@ 8.00

Potash.

Manure salt, 20% bulk, per ton.....	@ 12.00
Kalnat, 14% bulk, per ton.....	@ 8.75
Muriate in bags, basis 80%, per ton.....	@ 8.75
Sulphate in bags, basis 90%, per ton.....	@ 4.50

Beef.

Cracklings, 50% unground.....	@ 30
Cracklings, 60% unground.....	@ 33 1/2

BONES, HOOFS AND HORNS.

Round shin bones, avg. 43 to 50 lbs., per 100 pieces.....	75.00 @ 85.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pieces.....	@ 60.00
Black or striped hooft, per ton.....	45.00 @ 50.00
White hooft, per ton.....	@ 60.00
Thin bones, avg. 85 to 90 lbs., per 100 pieces.....	@ 70.00
Horns, according to grade.....	75.00 @ 200.00

NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York for week ended January 30, 1932, with comparisons:

	Week ended Jan. 30, 1932.	Prev. week.	Cor. week, 1931.
West. dresd. meats:	6,777	11,005	6,534
Steers, carcasses.....	5,449	9,299	1,852
Cows, carcasses.....	173	255	251
Veals, carcasses.....	8,104	9,548	8,913
Lambs, carcasses.....	34,533	34,978	28,995
Mutton, carcasses.....	1,631	1,433	2,704
Beef cuts, lbs.....	365,887	468,888	336,099
Pork, lbs.....	2,767,944	2,986,877	3,177,660

Local slaughters:

Cattle.....	8,041	7,888	8,400
Calves.....	11,135	10,953	12,741
Hogs.....	52,522	54,322	44,271
Sheep.....	77,337	75,583	71,001

MEAT IMPORTS AT NEW YORK.

Principal meat imports at New York for the week ended January 30, 1932:

Point of origin.	Commodity.	Amount.
Canada—S. P. hams		22,500 lbs.
Canada—Calf livers		196 lbs.
Canada—Pork cuts		5,942 lbs.
Canada—Bacon		3,063 lbs.
Canada—Sausage		255 lbs.
England—Bouillon cubes		571 lbs.
England—Beef extract		1,660 lbs.
England—Meat products		330 lbs.
Germany—Bacon		2,068 lbs.
Germany—Ham		5,660 lbs.
Germany—Sausage		10,535 lbs.
Germany—Smoked pork loins		175 lbs.
Ireland—Bacon		4,633 lbs.
Ireland—Ham		534 lbs.
Italy—Sausage		3,861 lbs.
Spain—Sausage		550 lbs.
Spain—Blood pudding		1,650 lbs.

Emil Kohn, Inc.
Calfskins

Specialists in skins of quality on consignment. Results talk! Information gladly furnished.

Office and Warehouse
407 East 31st St.,
NEW YORK, N. Y.
Caledonia 0113-0114

1932

22.00

from
1.75

mal

100

2 & 50

1.77

100

100

12.50

19.75

8.00

12.00

8.75

87.25

48.25

.30

.33%

S.

55.00

60.00

50.00

65.00

70.00

200.00

S.

neata

l in-

ended

as:

Cor.

reck.

861

6,530

1,832

281

8,912

28,906

2,704

80,688

77,688

6,400

12,741

44,271

71,001

ARK.

ork

2:

ant.

0 lbs.

8 lbs.

2 lbs.

8 lbs.

5 lbs.

4 lbs.

9 lbs.

3 lbs.

9 lbs.

5 lbs.

5 lbs.

1 lbs.

1 lbs.

1 lbs.

1 lbs.

1 lbs.

1 lbs.

1 lbs.